

GRAIN DEALERS JOURNAL

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Correspondents of James E. Bennett & Co., Chicago, Illinois

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

ALBANY, GA.

Bush, V. R., flour, feed, grain broker.
Georgia Commission Co., mdse. and grain brokers.
Martin & Co., Roy, broker, grain and feedstuffs.

ANNISTON, ALA.

Woodruff Feed Co., dealers grain, hay, feed.

ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.*

ATHENS, GA.

Eppes, Wm. E., grain, hay, flour, produce.
Callaway Grocery Co., The, whole. gro., grain, feeds.
Hinton & Co., O. R., mdse. and grain brokers.
O'Farrell Brokerage Co., flour, grain, hay, mxd. fds.*
Pitner & Beusse, grain and merchandise brokers.*
Steedman, Wm. B., grain, feed broker.*
Webb Brokerage Co., grain, flour, feed specialty.
Wier Feed & Grain Co., whole. grain, feed, flour.

ATLANTA, GA.

Commercial Exchange Members.

Atlanta Milling Co., buyers of soft mlg. wheat.*
Brooke & Co., T. H., grain, hay, flour, c/s pdts.
Fain Grain Co., W. L., flour, feed, field seeds.*
Gregg & Son, J., wholesale brokers, grain, hay.*
Leonard & Sons, J. T., feedstuffs, mdse. brokers.
Martin, Theo. W., broker, grain, flour, hay, mxd. feed.
Smith, Edward E., broker, grain, hay, flour, mxd. feed.
Taylor Commission Co., c/s meal, c/s hulls, fertilizer.*

AUGUSTA, GA.

Board of Commerce Members.

Clark Milling Co., dealers grain & feedstuffs.*
Cranston & Co., A., brokers, grain, hay, feed.
Dunbar & Co., H. S., grain, hay, feed, flour, brokers.
Eve & Co., H. C., grain, grain pdts., mdse., brokers.
Fletcher & Co., W. W., brokers, hay, grain, flour, feed.
Hinson, O. W., broker, grain, feed, flour, hay.*
Lamb & Hollingsworth, brokers, grain, flour, feed.*
Robinson Co., P. F., brokers, feed, grain, flour, hay.

BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.*
Baltimore Pearl Hominy Co., corn products.*
Blackburn & Co., C. P., grain receivers, exporters.*
Dennis & Co., grain merchants.*
England & Co., Chas., grain, hay.*
Fahey & Co., John T., grain receivers and exporters.*
Hammond, Snyder & Co., Inc., receivers, exporters.*
Hax & Co., G. A., grain, hay, seeds.*
Lederer Bros., grain receivers.*
Manger & Co., J. A., grain, seeds, hay.*
Robinson & Jackson, grain commission merchants.*
Steen & Bro., E., grain receivers and exporters.*
Wack & Co., Henry E., grain, hay, feeds.*

BEAUMONT, TEX.

Archer Brokerage Co., grain brokers.

BESSEMER, ALA.

Curry & Co., J. C., feedstuffs, flour, meal.

BILLINGS, MONT.

Soule, Ralph W., grain and feed broker.

BIRMINGHAM, ALA.

Birmingham Grain Co., grain, feed, flour.*
Ceil Brokerage Co., grain, hay, millfeed brokers.*
Cosby Flour & Grain Co., W. M., grain, flour, crn. ml.*
Guice, Edward T., flour, grain, feed broker.
Hemphill & Co., R. C., mdse. & grain brokers.
Montgomery Brokerage Co., grain, gr. pdts., hay, mdse.
Morgan & Co., B. C., broker grain, feed, flour, hay.*
Ramsey & Co., J. E., mdse., grain, feed, flour broker.
Southeastern Brokerage Co., grain, hay, feed.
Sunny South Grain Co., mfrs. mxd. fd., ctn. sd. ml.
Tennessee Mill & Feed Co., feedstuffs.*
Western Grain Co., mfrs. mxd. feed, crn. meal, grts.*
Wood-Crabbe Grain Co., mfrs. crn. ml. grts., gr., hay.*

BLOOMINGTON, ILL.

Hasenwinkle Grain Co., cash and futures.
Wick, L. E., grain.
Worth-Gyles Grain Co., cash and future grain.*

BOSTON, MASS.

Chamber of Commerce Members.

Bensaquin, Matthew D., grain brokerage, commission.*
Jaquith, Parker, Smith & Co., wheat, barley, millo.*

BRUNSWICK, GA.

McKinnon, Malcolm B., grain, hay, feed, produce.
Ogg, C. D., mdse., grain & feedstuffs.
Taylor, C. A., grain, hay, feed broker.

BUFFALO, N. Y.

Corn Exchange Members.

Armour Grain Co., grain merchants.*

BUFFALO (Continued)

Burns, Berend J., grain and feed merchant.
Burns Grain Co., grain commission.*
Churchill Grain & Seed Co., receivers, shippers.*
Doerty-Ellsworth Co., Inc., brokerage commission.*
Electric Grain Elevator Co., consignments.*
Gee-Lewis Grain Co., grain consignments.*
Harold, A. W., grain, barley a specialty.
Irwin, Dudley M., barley.*
McConnell Grain Corporation, commission merchants.*
Kennedy & Co. Chas. wheat a specialty.*
Pratt & Co., receivers, shippers of grain.*
Ratliffe, S. M., commission merchant.
Urmon Grain Co., grain commission.*
Whitney & Gibson, consignments.*

CAIRO, ILL.

Board of Trade Members.

Cairo Grain Commission Co., consignments.*
Halliday Elevator Co., grain dealers.*
Thistlewood & Co., grain and hay.

CARROLLTON, MO.

Claiborne Commission Co., commission merchants.*

CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.*
Gifford Grain Co., grain and grain products.*
King Wilder Grain Co., grain shippers.*

CHATTANOOGA, TENN.

Grain Exchange Members.

Bagley & Semmes, hay, grain and feed brokers.
Chattanooga Feed Co., grain, feed, hay, cowpeas.
Harbin, A. D., hay, grain and mill feeds.
Hood Feed Co., flour, feeds, field seeds.
Lookout Brokerage Co., grain, feeds, mdse.
Tennessee River Mlg. Co., corn buyers, corn meal mfrs.
Thomasson & Co., J. T., grain, hay, feed.
Winer Feed Co., food, feed, seed.

CHICAGO, ILL.

Board of Trade Members.

Anderson & Co., W. P., grain commission merchants.*
Armour Grain Co., grain buyers.*
Bailey & Co., E. W., grain commission merchants.*
Bartlett-Frazier Co., grain merchants.*
Bennett & Co., Jas. E., commission merchants.*
Brennan & Co., John E., grain commission merchants.*
Bridge & Leonard, commission merchants.*
Carhart Code Harwood Co., grain commission.*
Dole & Co., J. H., grain and seeds.*
Freeman & Co., Henry H., grain, hay, straw.
Gerstenberg & Co., commission merchants.*
Hales & Hunter Co., grain merchants.*
Harris, Winthrop & Co., grain commission.*
Hitch & Carder, commission merchants.*
Hoit & Co., Lowell, commission, grain and seeds.
Lamson Bros. & Co., consignments solicited.*
Lewis & Co., F. S., grain and provisions.*
McKenna & Dickey, commission merchants.*
Mumford & Co., W. R., grain, hay, millstuffs.*
Norris Grain Co., grain merchants.*
Northern Grain & Warehouse Co., grain receivers.
Paynter, H. M., grain and field seeds.
Perrine & Co., W. H., grain and commission.*
Pope & Eckhardt Co., grain and seeds.
Press & Co., W. G., grain, provisions, stocks, etc.
Quaker Oats Co., buyers of grain.
ReQua Bros., wheat a specialty.
Rosenbaum Bros., receivers, shippers.*
Rothschild Co., Moses, receivers and shippers.
Rumsey & Co., grain commission.*
Schiffin & Co., P. H., commission.*
Shaffer & Co., J. C., grain merchants.*
Simons, Day & Co., grain merchants.*
Somers, Jones & Co., grain and field seeds.*
Thayer & Co., C. H., receivers-shippers.*
Uplake Grain Co., consignments.*
Leland & Co., E. F., grain and seeds.*
Zweig & Co., Harry A., cash grain only.

CINCINNATI, O.

Grain & Hay Exchange Members.

Bingham-Scholl Co., grain merchants.*
Early & Daniel Co., grain, hay, feed.
Mutual Commission Co., hay, grain and feed.*
Perin Bros., want corn.*

CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.*
Cleveland Grain Co., The, receivers and shippers.*
Gates Elevator Co., The, receivers and shippers.*
Lake Shore Elevator Co., grain and feed.*
Sheets Elevator Co., The, grain, hay, straw.*
Shepard, Clark & Co., grain merchants.*
Star Elevator Co., receivers, grain, hay, straw.*
Strauss & Co., H. M., receivers, shippers hay & grain.*
Union Elevator Co., The, grain and hay.*

COFFEYVILLE, KANS.

Claiborne Commission Co., commission merchants.*

COLUMBUS, GA.

City Mills Co., soft wheat, corn, millers.*
Dexter & Hamburger, grain, hay, feed, flour brokers.*
Joseph Co., Dan., grain, grain products.*
Watkins & Co., L. C., mdse. and grain broker.

CRAWFORDSVILLE, IND.

McCardle-Black Co., grain commission merchants.

CULLMAN, ALA.

Ponder & Kelley, grain, feed, gen'l mdse.

DALLAS, TEX.

E. A. Johnson Co., grain and flour brokers.
Rothschild Co., S., grain, c/s products, rice b/p.*

DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.*

DECATUR, ALA.

Lyle-Taylor Grain Co., whole. grain, hay, feeds.

DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.*

DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.
Conley-Ross Grain Co., The, grain and beans.
Crescent Flour Mills, The, wheat, corn, oats.*
Gallagher Grain Co., grain merchants.*
Denver Elevator. We buy and sell grain and beans.*
Hungarian Flour Mills, wheat, corn, oats, etc.
Kellogg Grain Co., O. M., receivers and shippers.*
McCaull-Dinsmore Co., wholesaler and commission.*
O'Donnell Grain Co., wholesale grain.*
Phelps Grain Co., T. D., wholesale grain.*
Scott-George Grain Co., receivers and shippers.*
Summit Grain & Coal Co., wheat, corn, oats, rye, barl.*
Thompson Merc. Co., The, W. F., wholesale hay.
Warwick Grain Co., buyers & sellers all kinds of grain.

DES MOINES, IOWA.

Board of Trade Members.

Anderson Co., D. L., grain merchants.
Bart & Co., W. H., grain merchants.*
Central Iowa Grain Co., consignments.*
Des Moines Elevator & Grain Co., oats a specialty.
Harper & Sons, commission merchants.*
Iowa Grain Co., receivers and shippers.
Lockwood, Lee, grain, millfeed broker.
Marshall Hall Grain Co., grain commission.
Mid-West Consumers Grain Co., grain merchants.*
Perrine & Co., W. H., commission merchants.
Taylor & Patton Co., corn and oats.
Tower, C. A., grain broker.

DETROIT, MICH.

Board of Trade Members.

Carson & Co., H. C., corn, oats, rye.*
Dumont, Roberts & Co., receivers, shippers.*
Huston, C. R., grain, hay consignments a specialty.*
Lichtenberg & Son, oats, corn, hay, straw.
Simmons & Co., F. J., grain and hay.*
Swift Grain Co., consign or ask for bid.*

DUBLIN, GA.

Barton, J. W., commission merchant.
Farmers Co-op. Elvtr. & Mills, grain and feed.*
Peacock, R. T., broker.

Pope, J. T., flour and corn miller.

Walker, C. L., merchandise broker.

FLOYDADA, TEXAS.

Marshall Grain Co., shippers of milo.

FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., receivers, shippers.

FRANKFORT, IND.

McCardle-Black Co., grain commission merchants.

GADSDEN, ALA.

Alabama Brokerage Co., grain, feed, hay, fr., mdse.

Gadsden Brokerage Co., feed, fr., hay c/s pdts.

GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.*

GREENVILLE, MISS.

Lyle & Lyle, whole. grain, hay, feedstuffs.

GREENSBORO, N. C.

Moon-Taylor Co., grain and hay brokers.*

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

GULFPORT, MISS.

Corso & Runfalo, gro., grain, feed, flour, hay.

Gulfport Grocery Co., gro., grain, fd., fr., etc.*

Howie & Co., J. B., bkrs., grain, fd., fr., hay.

HAMMOND, IND.

Nowak Milling Corp., "Domino Feeds."

HASTINGS, NEBR.

Elder, Fred W., wholesale grain, hay and mill pdts.*

Koehler-Twidale Elevator Co., grain dealers.*

Moritz Grain Co., Chas., wholesale grain.

Sexson, C. R., grain.

(Continued on next page.)

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HATTIESBURG, MISS.

Bobo & Co., W. E., bkrs., mdse., grain, hay, fd., fr.
McLain & Co., A. S., grain, feed, mdse. broker.
Merchants Grocery Co., whole. grocers, grain, fd., fr.

HAVANA, CUBA.

Smith Co., C. E., gen'l brokers—Jacksonville, Miami.*

HOUSTON, TEX.

Beatty-Archer Co., grain brokers.*
Gulf Grain Co., grain, hay, millfeed.*
Rothschild Co., S., grain, c/s products, rice b/p.*

HUTCHINSON, KANS.

Board of Trade Members.

Farmers Co.-Op. Com. Co., commission merchants.
Gano Grain Co., grain merchants.
Hausam-Bateman & Co., grain buyers and sellers.
Hayes Grain Co., John, grain merchants.
Hutchinson Grain Co., grain merchants.
Kelly Milling Co., Wm., millers of hard wheat.
Jay Hausam & Company, grain merchants.
McClure Grain Co., J. B., buyers and sellers.*
Pettit Grain Co., L. H., grain merchants.
Prairie Grain Co., buyers & sellers milling wheat.
Reno Flour Mills Co., millers and grain dealers.
Rock Milling & Elevator Co., receivers and shippers.
Russell Grain Co., commission merchants.
Southwest Grain Co., receivers and shippers.
The Security Ele. Co., receivers, shippers mlo kafir.
Union Grain Co., grain merchants.

HUNTSVILLE, ALA.

Huntsville & Decatur Bkg. Co., dlsr. gr. & gr. pdts.
Lyle & Lyle, whole. grain, hay, feedstuffs.

INDIANAPOLIS, IND.

Board of Trade Members.

Belt Elevator & Feed Co., receivers and shippers.
Bingham-Hewett-Scholl Co., grain merchants.*
Boyd Grain Co., Beat A., strictly brokerage & com.
Cleveland Grain Co., grain commission.
Evans Grain Co., W. R., commission and brokerage.*
Goldberg Grain Co., consignments.*
Hayward-Rich Grain Co., grain commission.*
Hill Grain Co., The Lew., commission & brokerage.
Hoosier Grain Co., consignments only.
Kendrick & Sloan Co., Inc., grain and hay.
Kinney Grain Co., H. E., receiver and shipper.*
McCord-Black Co., grain merchants.
Meznie Grain & Bkg. Co., Carl D., grain commission.*
Merchants Hay & Grain Co., hay, grain, mill feed.*
Montgomery & Tompkins, receivers and shippers.
Shottwell & Co., C. A., grain & hay.
Steinhart Grain Co., commission and brokerage.*
Urmston Grain Co., receivers and shippers.*
Witt, Frank A., grain commission and brokerage.*

JACKSON, MICH.

Bartlett & Co., J. E., feed, grain, salvage.*
Stonbridge Elvtr., track buyers, sellers, gr. & sds.
Wagner-White Co., track buyers-sellers, grain-feed.

JACKSON, MISS.

Aviston Flour Co., feed mfrs. whl. flour, grain.*
Brittain & Co., P. L., mer. bkrs., dlsr. hay, gr., mill pdts.
Green, R. H., whole. grocers, pdce, grain, mill feed.
Nail & Co., A. S., grain brokers.
Royal Feed & Mfg. Co., mixed feed mfrs.*

JACKSONVILLE, FLA.

Baker Co., A. S., brokers, grain, feedstuffs, mdse.
Florida Gr. & Elvtr. Co., corn and oats.
Howard Grain Co., whole. dealers grain, hay, flour.*
Hulse-Bessent Co., hay, grain, produce brokers.
Hunt Co., C. C., brokers, grain, feed, hay, flour, mdse.
Savage & Redavats Co., merchandise & grain brokers.
Smith Co., C. E., gen'l brokers, Havana & Miami.*
Wilson & Parker Co., brokers, grain, feed, hay, etc.*

JASPER, ALA.

Acuff, J. D., buyer white milling corn.
Robins, J. H., grain, hay, feed, flour broker.

KANSAS CITY, MO.

Board of Trade Members.

Addison Grain Co., consignments.
Alfalfa Grain Pds. Co., everything in the feed line.
Bruce Bros. Grain Co., consignments.
Christopher & Co., B. C., kafir, feterita, mlo.*
Claiborne Commission Co., commission merchants.*
Croysdale Grain Co., grain commission.
Davis Grain Co., A. C., grain commission.
Denton Kuhn Grain Co., consignments.*
Dills & Morgan, consignments.*
Ernst Davis Grain Co., receivers, shippers.*
Frisco Elevators Co., grain merchants.*
Goffe & Carkner, receivers and shippers of grain.*
Hall-Baker Grain Co., consignments.
Hinds Grain Co., The. receivers, shippers.*
Hipple Grain Co., feterita, kafir, mlo.
Larabee Flour Mills Corp., The, mfrs. "Larabee Best."
Logan Bros. Grain Co., receivers and shippers.*
Masters Brokerage Co., H. S., flour, millfeed, grain.
Mensendieck Grain Co., consignments.*
Miller Grain Co., S. H., consignments.*
Moore-Lawless Grain Co., grain receivers.*
Moore-Seaver Grain Co., receivers and shippers.*
Norris Grain Co., grain merchants and exporters.
Orthwein Matchette Co., consignments, buying orders.*
Parker Corn Co., corn, oats, kafir, mlo.*
Roehen Grain Co., E. E., consignments.*
Root Grain Co., consignments and futures.*
Scouler Bishop Grain Co., receivers and shippers.*

KANSAS CITY (Continued)

Shannon Grain Co., consignments.
Stevenson Grain Co., buyers and sellers.*
Terminal Elevators, receivers, shippers.*
Twiddle-Wright Grain Co., consignment futures.
Thresher Fuller Grain Co., grain commission.*
Western Grain Co., shippers (a specialty).*

KNOXVILLE, TENN.

Davis & Susong Co., hay, grain, feed.*
Levy & Co., R. T., merchandise and grain brokers.
Security Mills & Feed Co., mfrs. of mixed feed.*
Smith & Co., J. Allen, flour, meal, feed.*

LAKE CHARLES, LA.

Peatty Brokerage Co., grain brokers.*

LEAVENWORTH, KANS.

Wilson-Legler Hay & Grain Co., grain dealers.

LITTLE ROCK, ARK.

Grain Exchange Members.

Cunningham Commission Co., grain, corn products.*
Caple & Stockton, hay, grain, feed.*
Cochran Co., H. K., grain dealers.
Daniel Mill & Elevator Co., Joe, grain, hay, feed.
Darragh Company, hay, grain, mixed feeds.*
Davis, S. P., Est. 1893, grain, flour, cottonseed meal.
Farmer Wilson Co., brokers, hay, grain, mill feed.*
Gordy Co., C. L., grain brok., hay, grain, mill feed.*
Hayes Grain & Commission Co., dealers in grain, hay.*
Munn Brokerage Co., grain, hay, mill feed.*
Niemyer Grain Co., George, grain, hay, mill feed.*
Weinmann Milling Co., Grain, hay, mixed feeds.
Wilson Co., John R., grain brokers.

LIMA, O.

Riddle & Co., T. P., hay and grain.

LINCOLN, NEBR.

Grain Exchange Members.

Barstow Grain Co., W. T., recvs. and shprs. all grs.
Central Granaries Co., wheat, corn, oats, rye barley.
Cummings Grain Co., M. T., grain, seed, millfeed.
Ewart Grain Co., wheat, corn, oats, rye, barley.*
Foster Grain Co., receivers and shippers.
Gooch Milling & Elvtr. Co., flour, feed, macaroni pdts.
Lincoln Grain Co., grain merchants.*
Nebraska Corn Mills, meal, pearl hominy, corn, flour.
Paul, John M., grain broker.
Western Feed Dealers Supply Co., hay, gr., millfeeds.*
Wright-Leet Grain Co., receivers and shippers.*

LOS ANGELES, CALIF.

Grain Exchange Members.

Pacific Grain & C. S. P. Co., grain & c/s meal.

LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Gr. Co., receivers-shippers of grain.*
Callahan & Sons, receivers and shippers of grain.*
Edinger & Co., grain, hay, flour.
Farmer & Sons, Oscar, hay, grain and feeds.*
Fruehnecht, Henry, grain, feed, hay.
Kentucky Public Elevator Co., storers and shippers.*
Schuff & Co., A. C., specialty white mlg. corn, wh.
Verhoeff & Co., H., receivers and shippers.*
Zorn & Co., S., receivers and shippers.*

LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.*

MACON, GA.

Dorsett Co., W. C., brokers, grain, feed, flour.
McCORD, Chas. R., flour, grain, feed, broker.
McRae, D. L., flour, grain, hay, feed, broker.*
Middlebrooks Bros., brokers.*
National Milling Co., mfrs. mixed feed.
Mott Brokerage Co., hay, grain, flour, feed broker.

MARSHALL, MO.

Claiborne Commission Co., commission merchants.*

MEMPHIS, TENN.

Merchants Exchange Members.

Anderson, Embrey E., grain, hay, ear corn specialty.*
Erowne, Walter M., broker & com., consignments.*
Fouston, E. E., broker and commission merchant.*
Bluff City Grain Co., all grains, oats a specialty.*
Cereal Eproducts Co., everything for mixed feeds.
Clark-Burke & Co., grain and hay.*
Cook, L. P., receiver and shipper.
Davis & Andrews Co., grain, mixed feed.*
Denyven & Co., brokers and commission.*
Edgar-Morgan Co., mixed feed manufacturers, grain.
Hasenwinkle, H. J., consignments.
Horton & Co., J. B., grain dealers.
International Sugar Feed No. 2 Co., mfrs. swt. mx. fd.
Jones, Lee D., grain dealers.*
Lovitt & Co., L. B., cotton seed and peanut products.
Marks & Anderson, wholesale grain, hay, mixed feed.
Memphis Milling Co., high grade mixed feed.*
National Brokerage Co., flour, grain, feed brokers.*
Mississippi Elevator Co., grain dealers, feed mfrs.*
Nessly Co., J. L., broker, com., alf. meal, molasses.*
Patterson & Co., G. E., mfrs. mixed feed, grain.*
Pease & Dwyer, grain, mixed feed.*
Riverside Elevator & Warehouse, broker & whose'man.
Royal Feed & Milling Co., mixed feed manufacturers.
Scruggs-Robinson Co., brok. com. mer. consignments.*
Sessum Coal & Grain Co., grain, mixed feed.
Stout-Hunt Milling Co., flour and corn meal.
Tate & Co., J. E., wholesale grain dealers.
U. S. Feed Co., grain, hay, mill feed.*
Wade & Sons, Inc., John, grain, feed, flour.*

MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.*
Alley, A. A., dealers & broker, grain and seeds.

MERIDIAN, MISS.

Board of Trade Members.

Anderton & Co., W. A., whole brokers, gr., hay, fd.
Elkin-Henson Grain Co., gr. mxd. fd., hay, ctn. sd. pts.
George Co., The A. H., grain dlsr., mxd. fd. mfrs.*
Gibson Brokerage Co., J. A., grain & mdse. brokers.
Harris, John H., grain and mdse. brokers.
Hayward & Scott, grain brokers & mfrs. agents.
Lyle Grocery Co., The Tom, who. gro., grain & hay.
Lyons & Co., A. J., whole. gro., grain, feed.
Meridian Grain & Elvtr. Co., gr. dlsr., mxd. fd. mfrs.
Meyer Bros., wholesale groc., grain, feed.
Smith Brokerage Co., grn., gr. pdts., hay, ctn., sd. pts.*
Sturgis Co., grain dealers, mixed feed mfrs.*
Threefoot Bros. & Co., whole grain, feed, fr., gro.*
Snowden Com. Co., grain, hay, rice brokers.
Tutt Grain Co., J. B., grain, fd., c/s products dlsr.
Queen City Feed Co., grain, hay, flour, corn meal.
Winner-Klein & Co., whole gro., grain, feed.

MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.*

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Chamber of Commerce Members.

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Planchara Grain Co., grain receivers.*
Frank-La Budde Grain Co., feeds, grain, hay.
Kamm Company, P. C., barley and rye.*
Quinn Shepherdson Co., receivers & shippers.
Rankin, M. G., & Co., grain and feed.
Rialto Elvtr. Co., grain receivers and shippers.*
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Dairymple Co., William, grain commission.*
Davies & Co., F. M., grain commission.*
Gee Grain Co., G. E., receivers and shippers.
Getchell-Tanton Co., grain commission.
Godfrey Grain Co., receivers and shippers.*
Gould Grain Co., receivers and shippers.*
Hankinson & Co., H. L., grain commission.
Lewis & Co., Chas. E., consignments.*
Malmquist & Co., C. A., receivers & shippers.
Marfield Grain Co., grain commission.*
McCaull Dinsmore Co., consignments solicited.*
Quinn-Shepherdson Co., receivers and shippers.*
Scroggins Grain Co., corn and oats.*
Sterling Grain Co., receivers and shippers all grains.
Van Dusen-Harrington Co., grain merchants.*
Welch Co., E. L., mill oats & screenings.*
Wernli-Anderson Co., grain commission, screenings.
Woodward Newhouse Co., grain merchants.
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MOBILE, ALA.

Butler & Clark, mdse., grain, ctn. sd. pdts., brokers.
Cleveland Co., Frank, bkrs. & com. merchants.
Hopper & Co., H. M., grain, mldfs., hay brokers.*
King & Co., John R., bkrs., grn., mldfs., hay, beans.
Meador & Co., W. M., mdse. & grain brokers.
Minnis & Co., A. R., bkrs., grain, feed, ctn. sd. pdts.
McKinney, W. J., broker.

Suttle, J. L., grain, gr. pdts., feed, mdse. broker.*
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Vass & Co., H. P., mdse. & grain brokers.
Wilson Brokerage Co., expt. freight bkrs., fwdg. agts.
Zillak & Schafer Mlg. Co., grain & gr. pdts., feed.
Zimmern's Co., J., mxd. fd. mfrs., dlsr. grain & hay.

MONTGOMERY, ALA.

Alabama Black Belt Co., gr. bkrs., dlsr. in Ala. pdts.
American Mlg. & Feed Co., mfrs. crn. ml., gr. dl., fd.
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Lutz & Co., E. G., bkrs., grain, feed, flour, mdse.
Mitchell & Co., Chas. E., dlsr., hay, grain, cow peas.
Richardson Co., O. A., grain, feed, flour brokers.
Shank & Copeland, bkrs., grain, fd., fr., hay, mill pdts.
Smith Brokerage Co., grain, feed, flour, hay.
Winter, Loeb Grocery Co., grain, feed, flour, mdse.

MOULTRIE, GA.

Delay, A. J., flour and grist mill.
Moultrie Mill & Elvtr. Co., grain and feedstuffs.

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In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

NASHVILLE, TENN. (Continued)

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Nashville Grain & Feed Co., receivers and shippers.
Nashville Roller Mills, self rising flour mfrs.*
Nashville Warehouse & Elvtr. Co., public storage.*
Neil Shofner Grain Co., receivers and shippers.*
Rex Mill & Feed Co., grain and feeds.*
Tate, W. R., receiver and shipper.*
Tennessee Grain Co., receivers and shippers.*
Tyner & Co., John A., corn, wheat, oats, seeds.*
Wilkes & Co., J. H., grain, flour, feeds.*
Worke & Co., R. H., grain, feed, hay.

NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.*

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Langenberg Hay & Grain Co., recvrs., shprs. & expts.*
Lunham & Moore, forwarding & freight brokerage.
Matthews & Bro., Chas. R., grain & grain pdts., bks.*
Matthews Sons, Geo. B., recvrs. & shprs., feed mfrs.
Milam-Morgan Co., Ltd., recvrs., shprs., x. fd. mfrs.
Nathan & Pettis, fwdg. agt. & expt. fght. broker.*
Neumond, Inc., K. & E., dlsr. & expts in feed articles.
Richeson Co., Inc., W. L., expt. shpg., fgt. bkg. & fg.*
Rodd & Co., Chas. M., gr. brokers & fwdg. agents.*
Rogers, James M., grain brokerage & forwarding.*
Royal Feed & Mfg. Co., mfrs. of mixed feed.
Thomas Co., James, exporters & forwarders.
Waterman & Co., J. S., gr. flour & fd. bks., flr. jobs.*

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Convers Grain Co., grain merchants.*
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Dustin Grain Co., grain, feed, seeds.*
Lang Grain Co., J. H., prompt and efficient service.*
Langenberg Bros. Grain Co., grain merchants.
Manev Export Co., grain merchants.
Marshall Grain Co., grain, feed, seeds.*
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Oswald Delaney Grain Co., consignments.*
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Rothschild Grain Co., corn and oats.*
Stockham Grain Co., E., commission merchants.*
Taylor Grain Co., brokers.
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PEORIA, ILL. (Continued)

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Turner Hudnut Co., receivers and shippers.
Tung Grain Co., commission merchants.*
Worth-Gyles Grain Co., grain commission.

PENSACOLA, FLA.

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Consolidated Grocery Co., whole gro., grain, produce.
Gonzales Co., The M. F., gr., hay, feed, mfrs. crn. ml.
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Meador & Co., W. M., mdse. & grain brokers.
Wagenheim Co., The I. E., bks. mdse., gr., shorts, bn.
Wolf, I., mdse., grain, feed broker.

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Richardson Bros., grain, flour, millfeeds.*
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Pacific Grain Co., grain exporters.*
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Ross, Rivers F., flour, feed & grain broker.*

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Graham & Martin Grain Co., grain commission.*
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Langenberg Bros. Grain Co., grain commission.*
Morton & Co., grain commission.*
Nelson Commission Co., grain commission.*
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Turner Grain Co., grain commission.

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Claiborne Commission Co., commission merchants.*

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Godfrey Grain Co., receivers and shippers.*
McCaull Dinsmore Co., commission.*
Morris Grain Co., brokers.
Rumsey & Co., receivers of consignments.*
Terminal Grain Corp., receivers and shippers.
Warwick Grain Co., consignments solicited.
Western Terminal Elevator Co., receivers and shippers.

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Claiborne Commission Co., commission merchants.*

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Moritz Grain Co., C., wholesale grain.

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Miller-Jackson Grain Co., grain & feed dealers.*
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Tampa Brokerage Co., grain, hay, flour, feedstuffs.
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Belser, Harry K., grain, feeds, mdse broker.
Hammerly, E. T., grain, hay, feed, seed.

UNION CITY, TENN.

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Dahnke-Walker Milling Co., milling, grain, feed.*
Howell Grain & Feed Co., grain and feed.

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following range of reductions of pounds to
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| | | |
|--------|-----------------|-------------------|
| 20,000 | to 107,950 lbs. | to 32 lb. bushels |
| 20,000 | " 74,950 " | " 34 " |
| 20,000 | " 96,950 " | " 48 " |
| 20,000 | " 118,950 " | " 56 " |
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Pounds printed in red ink; bushels in black. Linen
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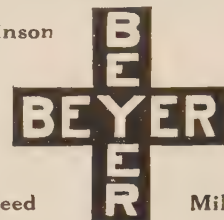
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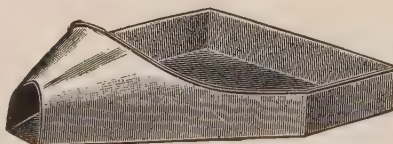
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decided to keep it.*

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Members**MINNEAPOLIS**Chamber of Commerce
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Has in their employ Experienced Salesmen, each an expert in his special line, guaranteeing SATISFACTORY SERVICE. Write or wire for prices on corn and feed delivered anywhere in the United States or Canada.

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Minneapolis Chamber of Commerce, Milwaukee Chamber of Commerce, St. Louis Merchants Exchange, Sioux City Board of Trade, Duluth Board of Trade, Omaha Grain Exchange, Chicago Board of Trade.

BENSON STABECK CO.
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Grain Commission Since 1903

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DULUTH MILWAUKEE**Quinn - Sheperdson Co.****GRAIN COMMISSION****Minneapolis, Minn.****CHAS. E. LEWIS & CO.**
Grain and Stock BrokersMinneapolis St. Paul Duluth Winnipeg
MEMBERS NEW YORK STOCK EXCHANGE
and all Grain Exchanges**WOODWARD-NEWHOUSE CO. Grain Commission**
Minneapolis, Minn.**CORN -- OATS -- BARLEY -- RYE**
For Prompt Shipment in any
Quantity**VAN DUSEN**
The HARRINGTON CO.
MINNEAPOLIS DULUTHWE SELL
FEED **WHEAT** MILLING
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20 Years Experience in assembling and distributing Choice Rye for milling and distilling trade. Largest Rye handlers in the West. Also shippers of Choice Milling Wheat, Oats, Barley and Screenings.

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Ask for Samples of Milling Wheat, Feed and Milling Barley

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SHIP TO
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In Business Since 1855

GRAIN COMMISSIONAll Grains—Including Winter Wheat
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is where all grain dealers look for anything special they want. It is the market place of the grain and field seed trades, covering the entire country twice a month. The quality of our circulation insures representative replies to all Want advertisements and in many cases results are immediate.

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EFFICIENCY is our watchword; SATISFACTION your reward

SHIP TO CARGILL

"You can't do better; You might do worse."

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Formerly Randall, Gee & Mitchell Co.
Especially Equipped to Handle
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Shippers of CORN and OATS

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Sell to US Consign to US

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Remember us on Rye BALTIMORE, MD.

Established 1900

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Consignments

Baltimore Maryland

**If It's Off Grade
We Know Values**

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Liberal Advances. 100% Service on
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GRAIN FLOUR MILL FEED

Delivered Philadelphia
Either Export or Domestic
The Bourse

E. L. ROGERS & CO.

Over 50 years
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Consigning Wheat to Lemont Pays

42 years in the grain business, no complaints,
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ELEVATOR AND MILLS—BOURBON, INDIANA

Eastern Office - - - Philadelphia, Pa.

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WELL PLACED IS YOUR BIG BUSINESS ASSET. A most direct, effective and economical way to reach the progressive grain dealer in your advertising is through THE GRAIN DEALERS JOURNAL.

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Lincoln is located in the center of the great grain producing and grain consuming district making at all times an active market.

It is served by a great network of railroads, enabling shipment to be made in any direction.

Avail yourself of the advantages of this market.

Communicate with any of the Lincoln Grain Exchange members listed below.

Gooch Milling & Elevator Co.,
Flour, Feed, Macaroni Products.

Central Granaries Co.,
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Nebraska Corn Mills,
Meal, Pearl Hominy, Table Grits, Corn,
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Ewart Grain Co.,
Wheat, Corn, Oats, Rye, Barley.

W. T. Barstow Grain Co.,
Receivers and Shippers of all Grains.

Wright-Leet Grain Co.,
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Western Feed Dealers Supply Co.,
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Brainard Commission Co.
Receivers and Exporters
OATS and BARLEY
Send samples all off grade grains
Consignments Solicited
Produce Exchange, NEW YORK

**You Can Sell—
Your Elevator**

by advertising directly
to people who want to
buy, by using a

**Grain Dealers Journal
Want Ad.**

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Grain Brokers and
Commission Merchants
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Strictly Commission Merchants
Specialists in WHEAT, CORN, OATS
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Board of Trade

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Receivers — Shippers
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Receivers — Shippers
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DILTS & MORGAN
GRAIN MERCHANTS
CONSIGNMENTS—FUTURES
Correspondent Thomson & McKinnon

THE BLAIR ELEVATOR CO.
Receivers and Shippers
ELEVATOR "B"

THE BLAIR MILLING CO.
MILLERS OF
WHEAT AND CORN
Ask for bids and quotations

CLARK'S DOUBLE INDEXED CAR REGISTER

Is designed to afford ready reference to the records of any car number. Facing pages 11x16 in. of heavy ledger paper are ruled into five columns; those on the left-hand page being numbered 0, 1, 2, 3 and 4; on the right-hand page they are numbered 5, 6, 7, 8 and 9. Each column is ruled for the following sub-headings: "Initial," "Car No." and "Record."

With this book the required car number can be instantly found if properly entered.

ORDER FORM 40 contains 40 pages, with spaces for 12,000 cars. Price, \$2.00.

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GRAIN DEALERS JOURNAL, 305 So. La Salle Street, Chicago, Illinois

Trade restrictions are temporary. Your
invested capital in good will and trade
demand is permanent, providing you keep
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The Grain Dealers Journal

DENVER

To get the best price and service on the grain you will ship make it a point to make the bill of lading read to any of the following Denver Grain Exchange Members. You will be well pleased with results.

CONLEY-ROSS GRAIN CO., THE
Wholesale Grain and Beans

CRESCENT FLOUR MILLS, THE
We buy Wheat, Corn, Oats, Beans, etc.

DENVER ELEVATOR
We buy and sell Grain of all kinds, also Beans

HUNGARIAN FLOUR MILLS
Dealers in Wheat, Corn, Oats, Rye and Barley

O. M. KELLOGG GRAIN CO
Receivers and shippers of all kinds of Grain

McCAULL-DINSMORE CO.
Grain—Wholesaler and Commission

Denver Grain Exchange Members

O'DONNELL GRAIN CO.

Think O'Donnell when you think Grain
—whether you buy, sell or consign

PHELPS GRAIN CO., T. D.
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SCOTT-GEORGE GRAIN CO.
Wire us when you are in the market
to buy or sell Wheat, Corn, Oats, Rye
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SUMMIT GRAIN & COAL CO., THE
Wheat, Corn, Oats, Rye and Barley.
We always buy and sell

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Buyers and sellers of all kinds of Grain

NOTE—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange, when dockage is not provided for in contract.

THE A. McCLELLAND MERCANTILE, I. & R. CO., PUEBLO, COLO.

We are Members of the Denver Grain Exchange

If you wish to buy or sell grain in carlots write us.

Pueblo is the Real City of Opportunity, Sunshine and Health.

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Sell it to Us—We want all we can get of GOOD KANSAS HARD WHEAT

Good Service
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Clean Grain

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All Kinds

FEEDS = GRAIN = HAY

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Grain Commission Merchants

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For Consistent SERVICE
Ship to
Blanchard Grain Company

34 New Insurance Building
MILWAUKEE, WIS.
1920 A. D.

"A. D." meaning Always Dependable

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BROKERS**

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OUR advertisers are helping us to improve Grain Trade conditions. SHOW YOUR APPRECIATION, Mention G. D. J.

We use the Universal Grain Code between Winnipeg and New York on almost all dispatches. Keusch Grain Co.

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OHIO**WANT CORN****The Fort Worth Elevators Company**FORT WORTH, TEXAS
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KAFIR, MILO MAIZE, FETERITA
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CEDAR RAPIDS, IOWA**FEED MIXERS**Try the New Patent Process
Treat Alfalfa Hay in Bales with
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MOBILE - ALABAMA**Paul Kuhn & Co.**

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Terre Haute and Evansville, Ind.

Solicit inquiries for Natural and Kiln
Dried Corn, Country White Oats**E. A. GRUBBS GRAIN CO.**
Greenville, Ohio**RED OATS**I BUY 'EM
AND

I SELL 'EM

LEE D. JONES(The Red Oat Man)
MEMPHIS TENN.**E. I. BAILEY**

CLEVELAND, OHIO

Receiver and Shipper of

Corn, Oats, Mill Feed

Ask for Prices

We Buy We Sell

Milling Wheat**Kaffir Corn Milo Maize**BENNETT COMMISSION CO.
TOPEKA KANSAS**MATTHEW D. BENZAQUIN**
GRAIN AND FEEDBrokerage and Commission
DOMESTIC and EXPORT
505 Chamber of Commerce. Boston, Mass.**L. E. SLICK**
..Grain..Call us for track bids
Consignments Solicited
Peoria -- Illinois -- Bloomington**EASTERN and SOUTHERN BUYERS**Wire your bids for Grain and Hay to
WAND, TODT & COMPANY
Shippers and Track Buyers
LITCHFIELD, ILL.
Members St. Louis Merchants Exchange**Alfalfa Grain Products Co.**211 Postal Building
Kansas City, Mo.*"Everything in the Feed Line"***ALL KINDS**
SALVAGE GRAIN
WANTEDSubmit Samples Get Our Bids
Stockbridge Elevator Co.
JACKSON, MICH.**25 Years' Experience**
KENDRICK & SLOAN CO., Inc.
GRAIN-HAY

518 Board of Trade, Indianapolis, Ind.

I Am the Man
You WantI can fill that position you
have open—fill it perfectly,
to your satisfaction. Tell
me where to find you in a**Grain Dealers Journal**
Want Ad.**ALBERGOTTI BROS.**

MERCHANDISE BROKERS

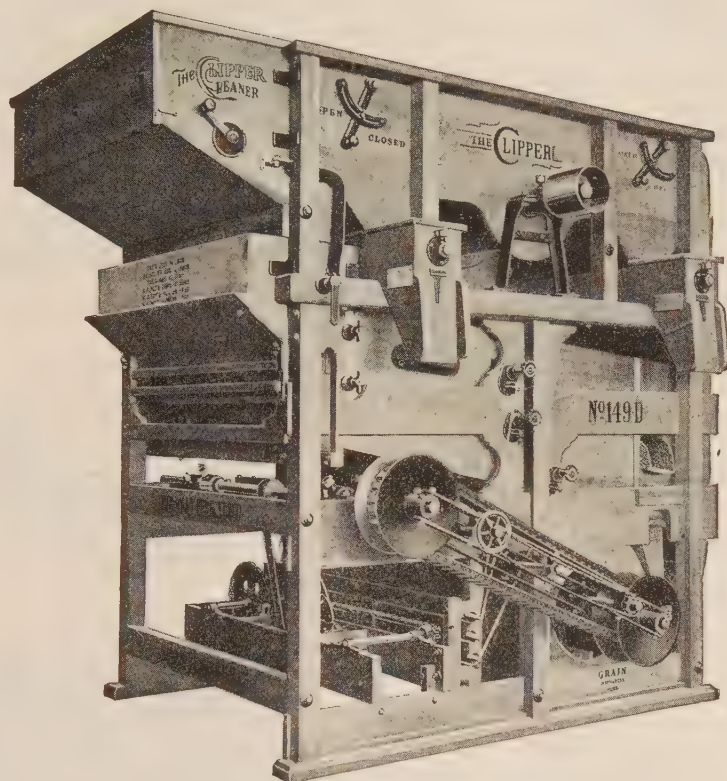
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HAY, GRAIN, FEED AND FLOUR
We Cover a Great Consuming Territory**JAQUITH, PARKER, SMITH & CO.**
708 Cham. of Com. BOSTON, MASS.We buy all kinds of Grain and Mill
Feed, Sample Feed Wheat, Barley,
Milo, Kaffir Corn, etc., for
NEW ENGLAND AND EASTERN TRADE
Send Samples—Write Us**If What You Want you see advertised, tell the advertiser. If Not--Tell the Journal**

CLIPPER

Double Suction Grain Cleaners

No. 149-D and No. 8-D



Do you realize the practical changes that have been made in the mechanism of the Clipper Cleaner in the last few years?

**Variable Air Regulator
Ball Bearing Suction Fans
Ball Bearing Loose Pulley
Improved Screen Holders
New Type Cross-Head for
Traveling Brush Drive
Brush Carrier Adjustment**

In all these ideas the Clipper leads the Grain Cleaner industry, and it is just such things that make the Clipper the most popular Cleaner on the market today.

No other machines have as many wonderful time and labor saving devices. Skilled labor is constantly becoming higher

in price and more difficult to secure. Every move or every minute saved will enable you to take care of your business more easily and more profitably.

The Double Screen system by which the wheat and oats screens are always in the shoe, save the trouble of changing screens. The grain is shifted by a gate onto the screen you desire to use.

Our Traveling Brush system prevents the screens from filling and the screens work to limit capacity and highest efficiency all the time.

Ball Bearings on Exhaust fans reduce friction, save power and eliminate hot bearings.

The Variable Air Regulator enables you to secure the desired blast without any annoying changes of pulleys or shifting of belts.

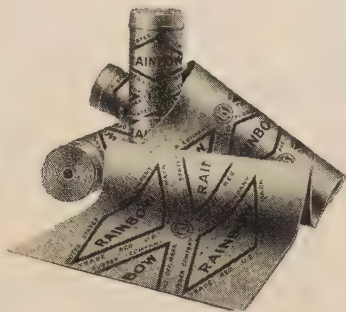
The improvements, labor and time saving devices on our machines make it well worth your time to investigate our claims if you are interested in grain cleaning equipment.

May we send you catalog of our complete line?

A. T. FERRELL & CO.

Saginaw, W. S., Michigan

Rubber Goods for Flour Mills



Rainbow Packing



Rainbow Steam Hose



Linen Fire Hose

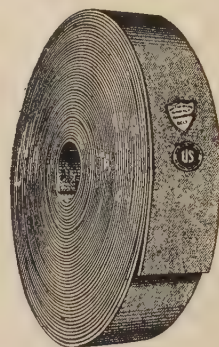


Grainster Belt

THE grain trade salesmen and the practical factory men of the United States Rubber Company are qualified through study and experience to recommend the right mechanical rubber goods for any condition existing in this industry.

They are ready to assist flour mill operators by advising as to the best application of mechanical rubber goods in order that the greatest possible service may be obtained for every dollar invested.

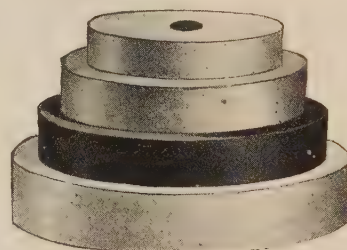
Take advantage of this Company's facilities and experience when in the market for mechanical rubber goods. Through our nearest Branch you can obtain the fullest co-operation of our organization.



Rainbow Belt



Perfected Water Hose



Pump Valves

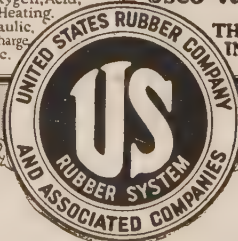


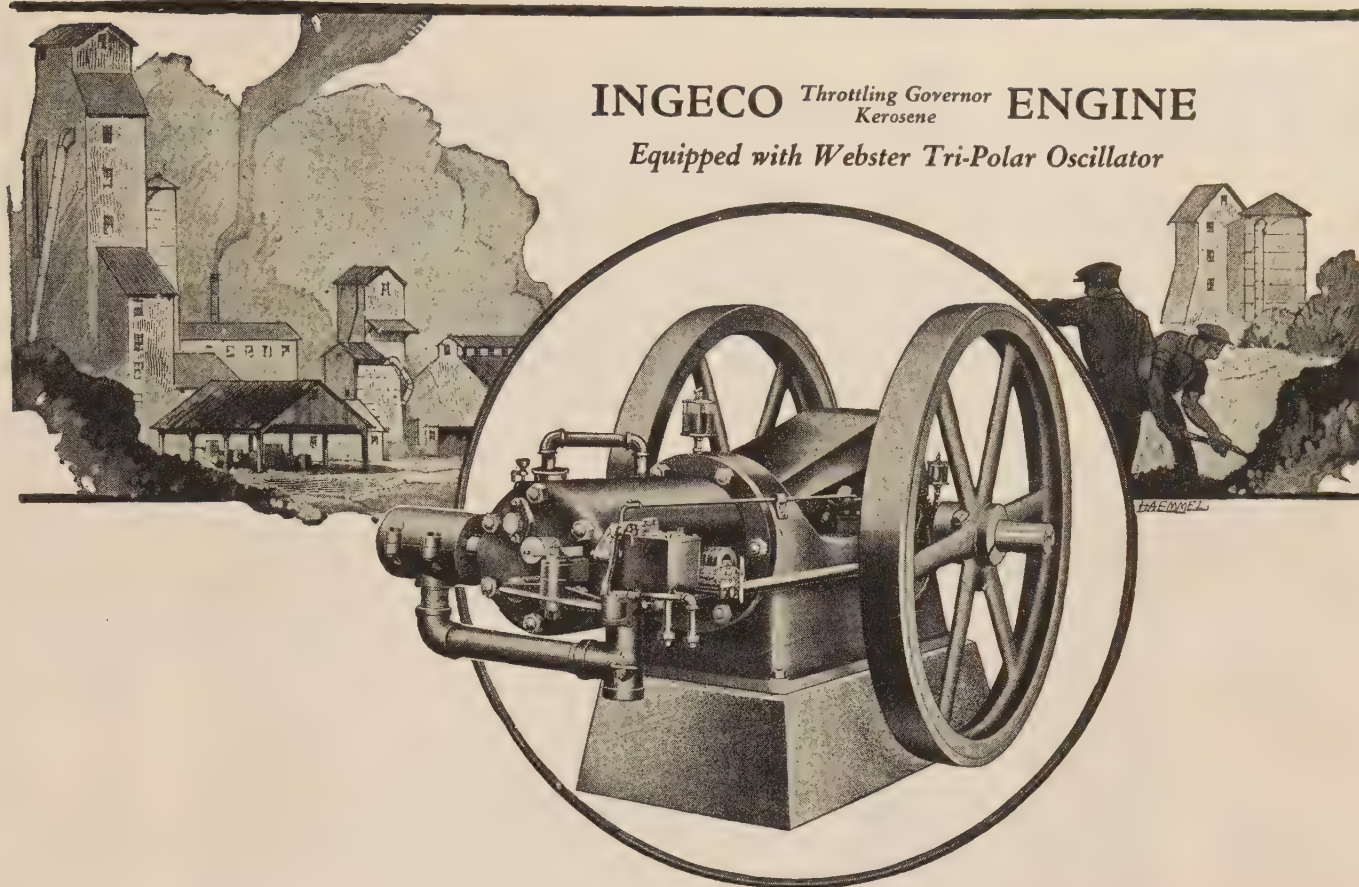
U. S. Elevator Belt

United States Rubber Company

The World's Largest and Most Experienced
Manufacturer of Mechanical Rubber Goods

| BELTING | HOSE | PACKINGS | MISCELLANEOUS |
|--|---|---|---|
| Transmission "Rainbow," "Pilot" "Shawmut," "Giant Stitched" Conveyor "United States," "Grainster" Elevator "Matchless," "Granite," "Grainster" Tractor "Sawyer Canvas," "Little Giant Canvas" Agricultural "Rainbow," "Bengal" "Grainster," "Sawyer Canvas" | Air "4810," "Dexler" Steam "Rainbow," "Giant," "Perfected" Water "Rainbow," "Mogul," "Perfected" Suction "Amazon," "Giant" Garden "Rainbow," "Mogul," "Lakeside" <small>Also Hose for Acetylene, Oxygen, Acid, Air Drill, Auto Radiator, Car Heating, Air Brake, Gasoline, Oil, Hydraulic, Chemical, Coke, Creamery, Discharge, Vacuum, Sand Blast, Spray, etc.</small> | Sheet "Rainbow," "Vanda," "Paramo" Rod "Wizard," "Rainbesto," "Peerless," "Honest John," No. 573" and hundreds of other styles in coils, rings, gaskets and diaphragms — Usco Valves — THE RIGHT PACKING IN THE RIGHT PLACE | Mats, Matting and Flooring, Plumbers' Specialties, Rubber Covered Rolls, Friction Tape, Splicing Compd., Dredging Sleeves, Hard Rubber Goods, Printers' Blankets, Tubing, Soles, Heels, Jar Rubbers, Moulded Goods |





For Grain Elevator Service

FROM cylinder-head to flywheel—from intake to exhaust—Ingeco Throttling Governor Kerosene Engines represent the latest in design, best in raw materials, most careful in workmanship. They're rugged and strong—quick-starting—maintain uniform speed under varying loads. Pronounced by many large grain elevator concerns as the "gas engine masterpiece."

Ingeco Engines are reliable and dependable—economical in fuel consumption and upkeep—deliver full-rated power on a gallon of kerosene and cheap fuels as on a gallon of gasoline. There's a size to fit your grain elevator needs, from 10 to 125 h. p. Remember, Ingeco Engines are built and backed by the big Worthington institution—an institution nationally known for the quality of its products.

Write for Bulletin AA which fully describes the Ingeco Throttling Governor Kerosene Engine—the grain elevator profit-maker every working day in the year. Address:

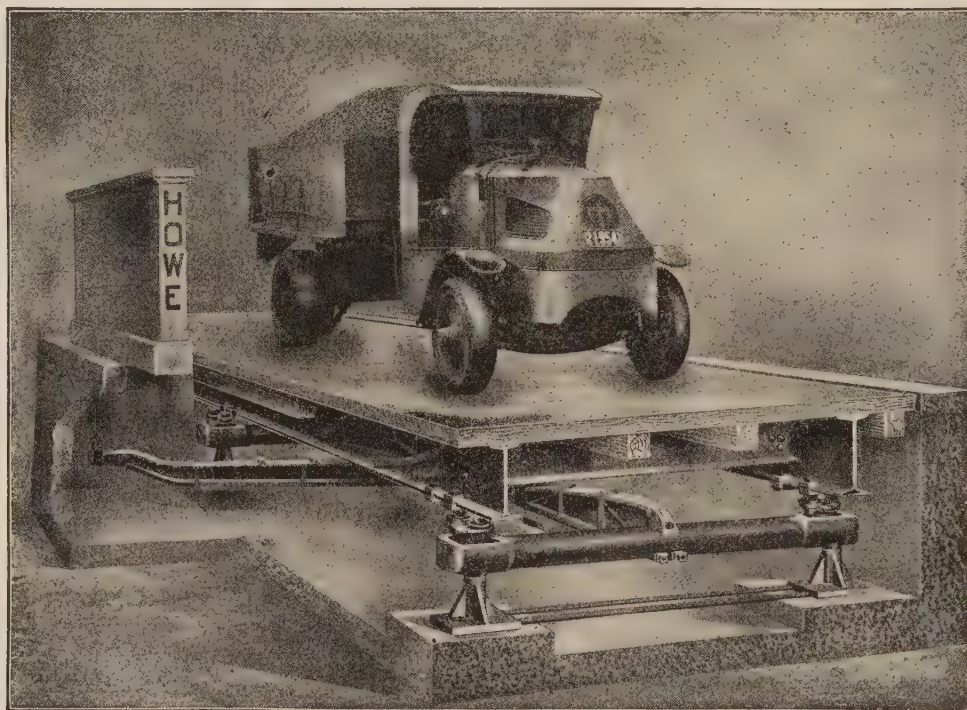
WORTHINGTON PUMP AND MACHINERY CORPORATION
309 Holthoff Place, Cudahy, Wis. (Suburb of Milwaukee)

Executive Offices: 115 Broadway, New York City

Howe Auto Truck Scales with Ball Bearing Platform

The large increase in the use of Auto Trucks throughout the country has created an enormous demand for Auto truck scales.

If you *buy* and *sell* by *weight* you want the best weighing device made. The HOWE will answer this description. The 1920 demand will be greater than the supply. *Get your order in early.*



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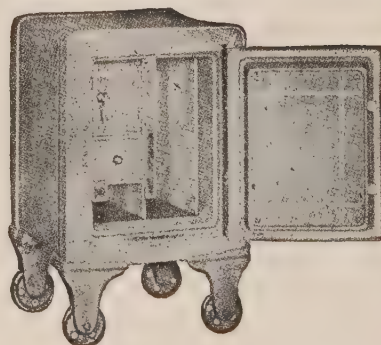
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Spiral Conveyor

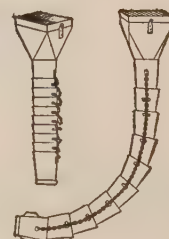


Flexible Spout Holder



Fire Proof Safes

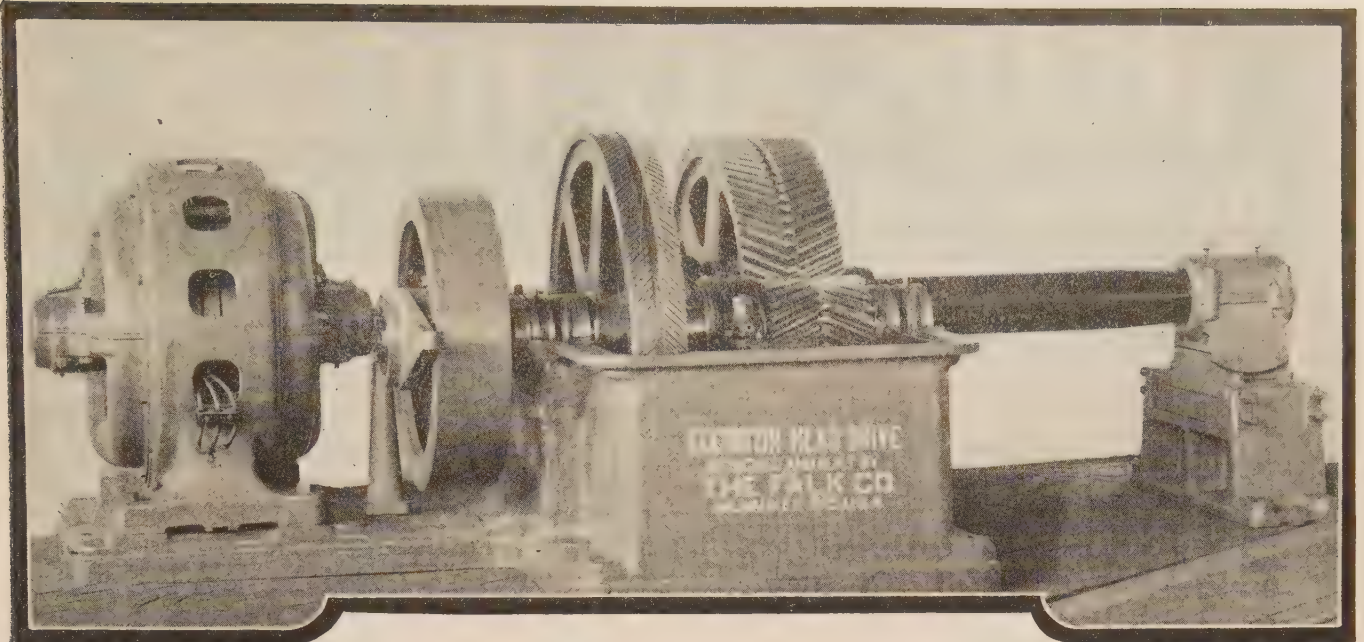
Flexible
Loading
Spouts



All Styles Buckets

We carry large stocks of Pulleys, Belting, Sprockets, Transmission Rope, etc., for prompt shipment. When in need write us.

American Supply & Machinery Co., Omaha, Nebraska



Ready for the World's Most Modern Elevator

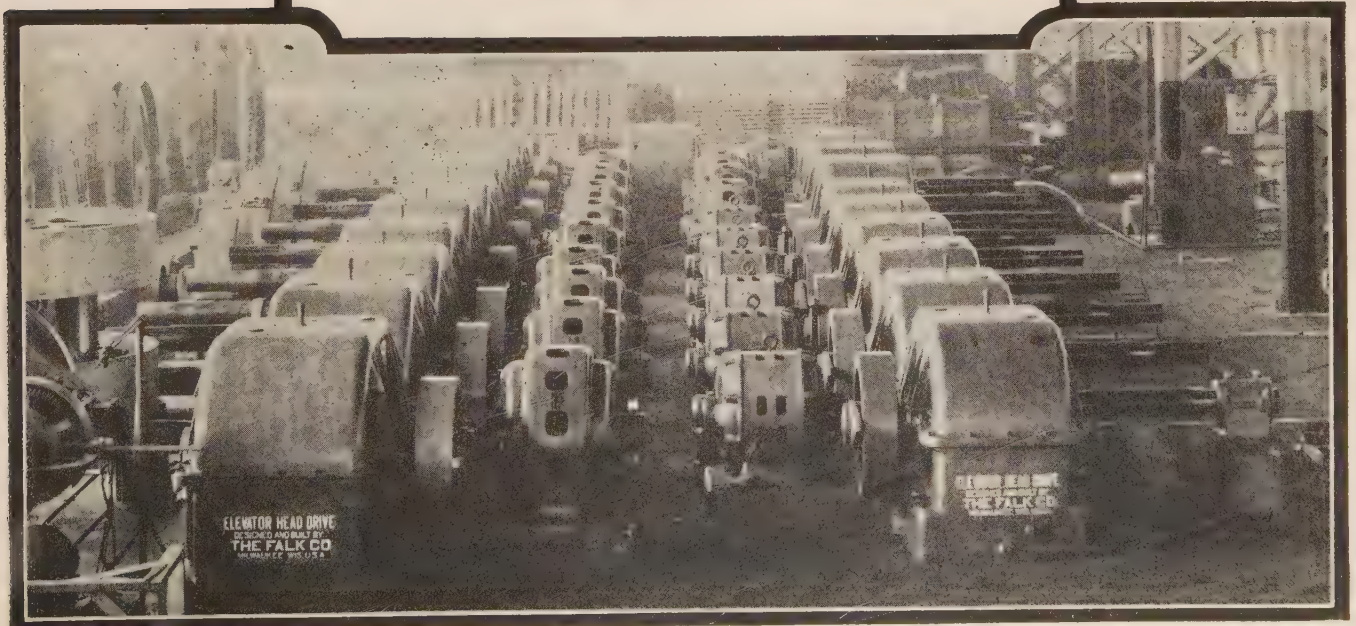
The Northern Central Elevator of 5,000,000 bus. capacity now being built by the James Stewart & Co., at Canton, Baltimore, Md., is designed to be the most efficient Grain handling plant ever built.

Elevator legs will be equipped with 100 and 150 h. p. motors having a speed of about 800 R.P.M. In order to reduce this speed to about 30 R.P.M., the speed of the head pulley, The Falk Co. designed herringbone reduction gears for all 19 legs.

Owing to the high efficiency and the saving in power consumption in these gears being so highly satisfactory, the James Stewart Co. have decided to use them on all drives requiring the necessary speed reduction.

THE FALK CO.

Milwaukee, Wisconsin



HEADS ALL HERDS

In Iowa Cow Testing Associations

The Quaker Oats Company,
Chicago, Ill.

McGregor, Iowa,
Jan. 30, 1920

Gentlemen:—I am pleased to state that we have used SCHUMACHER FEED quite extensively in growing and developing our herd.

It is a great aid in promoting heavy production of milk and butter fat. We appreciate it much because of its perfect balance which makes it a safe feed to use in large quantities when feeding for heavy production.

We have fed SCHUMACHER FEED with excellent results to hogs and horses as well as to the Dairy Herd.

Yours very truly,

R. G. KINSLEY.

Note: { R. G. Kinsley's Herd has been making the best record in the McGregor Cow Testing Association, which for several months has been leading all Testing Associations in Iowa, having the best ten highest producing cows.



The Feed that is Best for the Big Dairymen

is **best** for every farmer in your locality that keeps cows, Mr. Feed Dealer. There never was a better time than **now** to push Feed Sales—never a better time to get **new** customers for your store.

With present high feed costs, farmers and dairymen everywhere are giving more thought to their dairy rations—looking for the feed that brings them biggest returns on their investment.

Your opportunity is in showing to the farmers and dairymen of your community that in

SCHUMACHER FEED AND BIG "Q" DAIRY RATION

will be found the truly economical and result producing feeds. Both east and west wherever dairy cows are fed, Schumacher Feed and Big "Q" have proven to be the feeds that give bigger returns in added milk profits and improved health conditions.

Let the farmers and stockmen of your community know this fact—urge them to give these feeds a trial—the results are sure to prove very gratifying to your customers and you will profit by largely increased sales.

If you are not handling these feeds now, you are overlooking the biggest asset to a successful feed business—better write or wire for particulars of how we help our dealers get the bulk of all feed business in their locality.

The Quaker Oats Company

Address: Chicago, U. S. A.



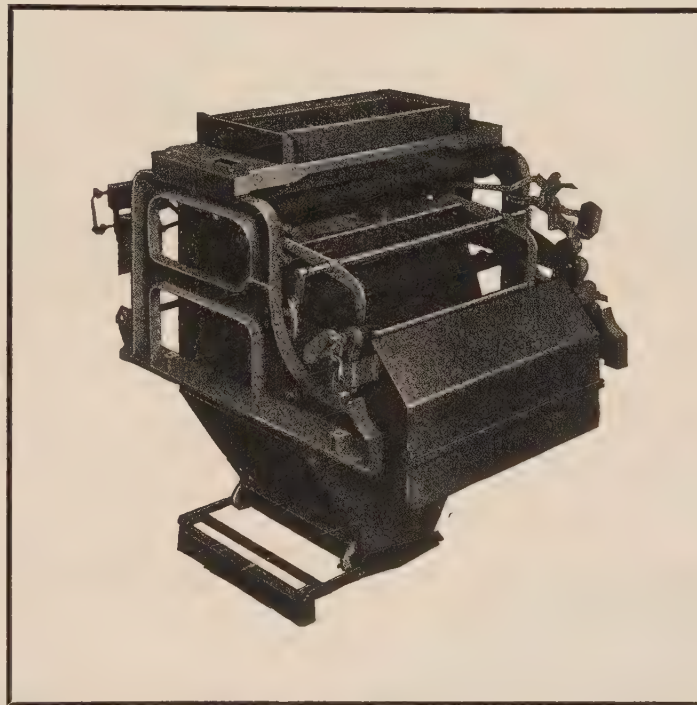
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THE RICHARDSON FULL AUTOMATIC

is

Built to conform to the scale specifications adopted by the Interstate Commerce Commission, January 13, 1920. Docket No. 9009.

Guaranteed
to
Weigh
Within
Official
Interstate
Commerce
Commission
Tolerance



Richardson
Scale
Co.

Chicago
209 S. State St.

Minneapolis
122 Corn Exchange
Bldg.

Omaha
533 Keeline Bld.
Wichita, Kansas
Passaic, N. J.

MOST scales will weigh close to correct if properly coaxed by a human being. Have YOU the time or inclination to do the COAXING? The NEW RICHARDSON operates WITHOUT a HUMAN'S coaxing.

The Only Full Automatic

Others are either HAND OPERATED
or SEMI-AUTOMATIC

THE BIRD SHIPPING SCALE

RECORDS SURE PROOF HAND WEIGHTS



That's what counts with the man who must pay your claims.

Automatic scales may weigh correctly, but you have nothing to show for it except the number of dumps made. If your claims are contested, you can't swear to how many pounds went into the car because you were not there and weighed it yourself.

The BIRD Scale automatically records not only every discharge, but the exact number of pounds to each discharge.

NO ADJUSTING — NO TESTING — NO CHANGING OF WEIGHTS REQUIRED

The BIRD is simplicity itself. The scale proper consists of one lever only. It is absolutely fool-proof and mistake-proof—can't be operated wrong. Sold under guarantee to give correct weights or can be returned. Capacity, 3,000 bushels per hour.

BIRD Scale Weights are contest proof, because they are hand weighed and automatically recorded. You can go on the witness stand and swear to the BIRD Scale Record because you balanced the weighing beam yourself.

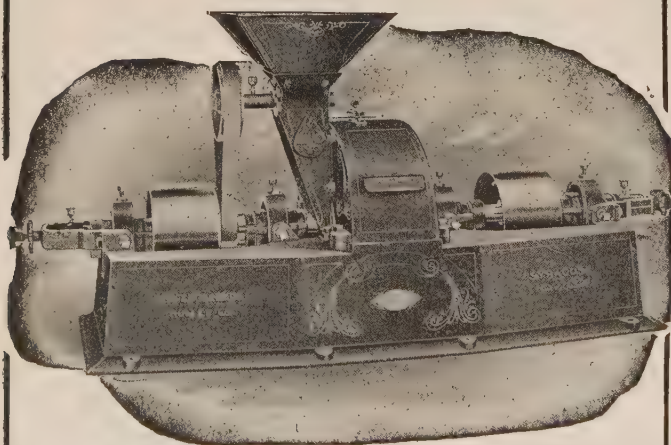
The BIRD Scale is independent of foundation or settlement of elevator. It hangs suspended from the structure and is self-aligning. No binding—no fine mechanism to get out of order. The BIRD is always accurate and reliable.

Let us prove our claims.

Write for catalog and full particulars.

THE STRONG-SCOTT MFG. CO., Minneapolis, Minn.

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A Mill by the
Advertised Description**



If you are interested to know why our "HALSTEAD" has larger capacity; does better work with less power, at about one-half upkeep expense, and original cost of Mill from 40% to 60% less than other makes, write us for catalogue.

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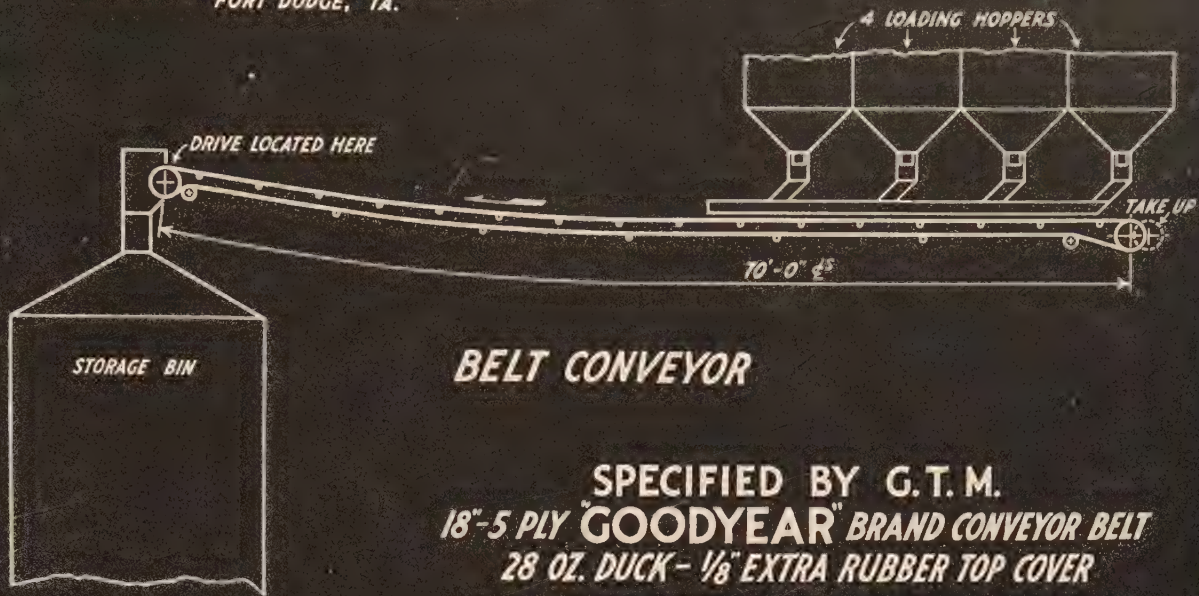
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Manufacturers of Special and Machine
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CARDIFF GYPSUM PLASTER CO.
FORT DODGE, IA.



BELT CONVEYOR

SPECIFIED BY G. T. M.
18"-5 PLY "GOODYEAR" BRAND CONVEYOR BELT
28 OZ. DUCK - 1/8" EXTRA RUBBER TOP COVER

MATERIAL - CRUSHED LIMESTONE

SPEED - 90 FT. PER MINUTE

AMOUNT MATERIAL CARRIED TO DATE - 125,000 TONS

CAPACITY - 18 TONS PER HOUR

INSTALLED - APRIL 15, 1915

Copyright 1920, by The Goodyear Tire & Rubber Co.

125,000 Tons of Stone — and the G. T. M.

The requirements called for a belt with character.

The G. T. M.—Goodyear Technical Man—could see that, from the very beginning of his study of the original conveyor installation for the Cardiff Gypsum Plaster Company, at Fort Dodge, Ia.

The conditions of service would be unusually severe—handling gritty, abrasive limestone, fed to the conveyor in sharp lumps averaging two inches in size. No previous experience in this mill furnished a working basis for suggestions. This was as much a test of the Goodyear Plant Analysis Plan as it would be of the belt.

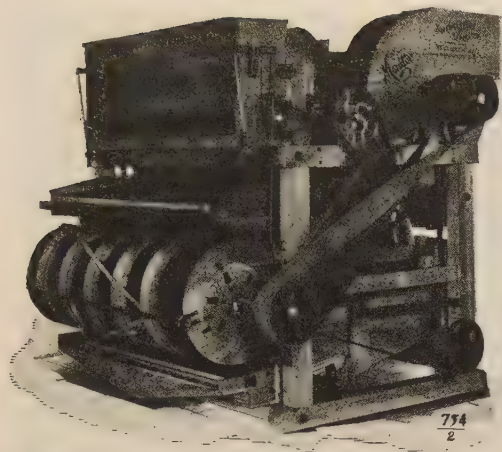
You may be sure that every item affecting the efficient operation of that conveyor went into the G. T. M.'s calculations. The officials gave him full access to plant records. He figured the belt speed per minute—90; the diameter of head and tail pulleys—20 inches; their nature—bare; atmospheric conditions—damp; method of loading—from four automatic chutes; condition of bed—level; all equipment in first-class shape and well attended; weight of load—110 lbs. to the cubic foot; tonnage to be carried—18 tons per hour—day in, day out—10 months a year.

The belt he recommended is the 145-foot Goodyear Conveyor that is in operation today with five years of trouble-free service to its credit, and a record of more than 125,000 tons conveyed. It has gone on working amid the prevailing damp with all the unconcern of its moisture-proof construction. Judging by its condition today, Supt. C. C. Collins estimates that this 18-inch, 5-ply, 1/8-inch cover Goodyear Conveyor will stand up just as consistently to six years more of service.

Goodyear Belt performance like this is not measurable in first cost. The Cardiff Company's officials noticed when the G. T. M. figured on their problem that the belt he prescribed cost a little more than other conveyors. But their investment of that little additional secured them a balanced belt, specified exactly to their conveying—an earner and a saver every hour of its life. ①

The G. T. M. and Goodyear Belts, the idea that squares with your needs and the belt that we build to protect our good name, are available for your conveying and transmission. For further information about the G. T. M.'s services, write to The Goodyear Tire & Rubber Company, Akron, Ohio.

BELTING • PACKING • HOSE • VALVES
GOODYEAR



SOME GRAIN MAN

Will Take the Profit in Removing the
OATS FROM THE WHEAT

Which Passes Thro' **YOUR PLANT**

Why Not Take It **YOURSELF**



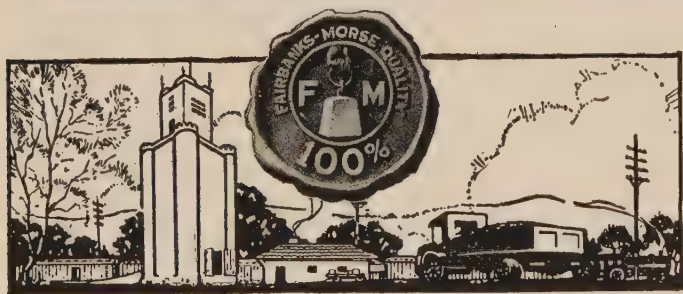
By installing a **MONITOR NORTHWESTERN SEPARATOR**, you control the situation. This machine has all the essentials needed, some found on no other machine, the combination producing remarkable results.

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P. O. DRAWER B



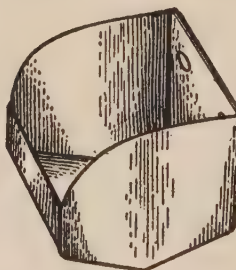
Fairbanks Type "P" Wagon and Auto Truck Scale

Now you need a scale that will weigh heavily loaded auto trucks with dependable accuracy. The Fairbanks Type "P" Wagon and Auto Truck Scale has suspended platform construction—ans that weighing mechanism is not harmed by the pounding and jarring of trucks on the platform. Knife edges and bearings are kept in continuous contact—long life and fine accuracy are assured. Backed by nearly ninety years of scientific scale construction.

Fairbanks, Morse & Co.
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"D P" SUPERIOR CUPS



—the High Capacity, High Speed Cup

"D P" Superior elevator cups are not in the experimental stage; the actual performance of these cups is nothing short of remarkable. The combination of high speed, larger contents and reduced distance between cups results in a capacity four to five times that of ordinary cups of the same dimensions.

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Perfect discharge at indicated low or high speed.
A speed three times the ordinary,
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Distance between cups reduced materially,
Higher speed, reducing size of equipment and eliminating gears,—reduction of power consumed and initial cost.

Responsible concerns can try this cup at our risk! Write us!

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MILL **MAN'G.** **MILL**
MACHINERY
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Armco Brand of Fire Protection

Every year hundreds of elevators are struck by lightning. It's natural they should be. A country elevator is the highest point among surrounding structures. Last year the Grain Dealers National Fire Insurance Co. reported 49% of 881 fires caused by lightning, outside exposure and locomotive sparks. Besides being protection from these last two causes, American Ingot Iron, when properly grounded and connected at the eaves, prevents fire from lightning by carrying the charge safely to the ground. With the high prices for foodstuffs, "Armco" fire protection is paying for itself on thousands of grain elevators. It prevents interruption to your business when your elevator is struck, and besides, means reduced insurance rates.



The American Rolling Mill Co.
Middletown, Ohio





20 YEARS

A Money Maker For Dealers

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"For many years we have handled your Sucrene Dairy Feed. We consider it one of the best and most economical feeds in the market, always up to the guarantee."—S. S. Dixon, Toledo, Ohio.

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"We have sold Sucrene Feeds for several years and take pleasure in advising that our customers are perfectly satisfied with your products. As evidence we enclose order for another carload. We can especially recommend your Sucrene Hog Meal."—Canal Elevator Co., Peru, Ind.

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Your strongest basis for sales, next to the peculiarly favorable conditions in the feeding world, are the

Remarkable Feeding Records

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Sucrene Feeds have always been advertised in a big way. The demand for them is greater than ever, and our new mill at Peoria enables us to meet it.

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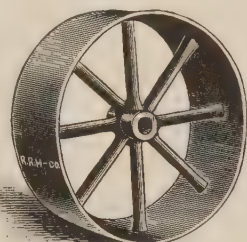


160,000 rope buyers use the Waterbury Green Book as a guide. A copy will be sent you on request.

ELEVATOR MACHINERY

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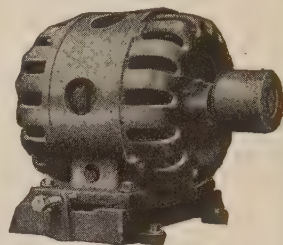
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Our new 1920 Catalog will be mailed on request, together with manufacturer's discount sheet. Write for your copy today. In the meantime, send us your orders for your present needs.

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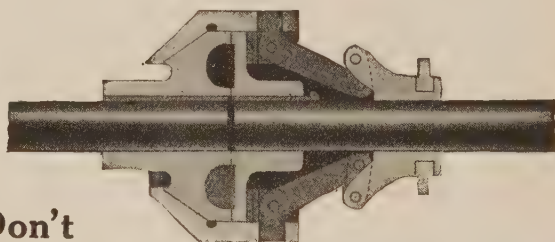
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Your liability attaches if you don't protect your elevator and workers.

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THE DAY COMPANY
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Say Clutch
Say **PEERLESS**

The PEERLESS Clutch a radically, differently constructed device for this purpose, was designed and proven to have more area of friction surface, less parts, simpler and perfect adjustment, greater stability and longer life. It is constructed entirely of metal of our own formulas and is so mechanically, perfectly assembled that proper lubrication reaches all friction surface. For high speeds and heavy duty we bronze line all friction surfaces in addition to the bronze bush sleeve, which is our standard equipment. The arrangement of links and levers is such that Clutch cannot be accidentally engaged or disengaged.

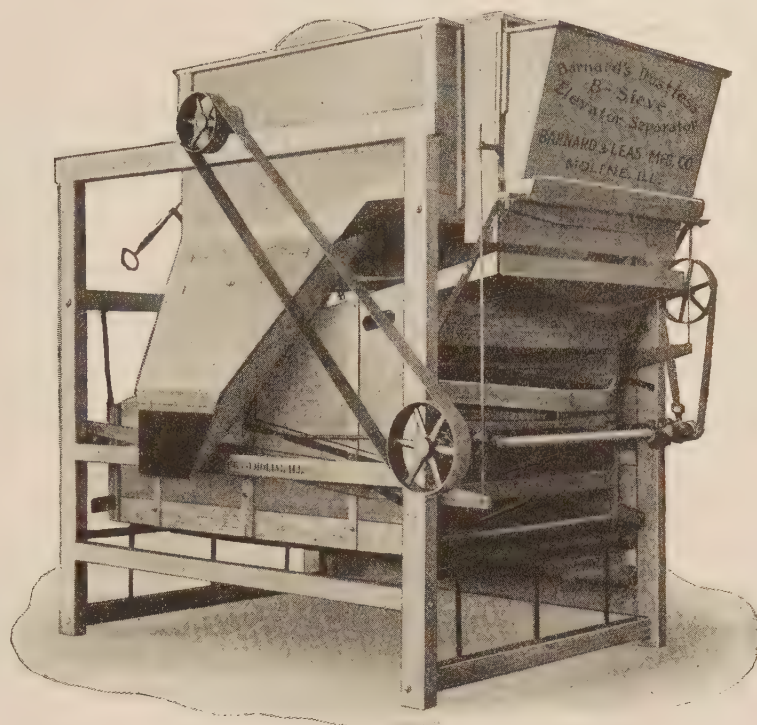
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Barnard's Dustless Elevator Separator 8-Sieve Type

This machine has always been a leader for elevator purposes where large capacity and good work are required. It is built in five different sizes of 1,000 to 3,000 bushels per hour capacity. By simply changing sieves, it can be made to handle any and all kinds of grain.

There are many valuable features incorporated in this Separator, such as, regulation of feed control, traveling brush to keep sieve from clogging, wind separation control, and many other features that should have your careful consideration. These machines are in use in most of the largest elevators throughout the country, and all giving entire satisfaction.

Write for Special Catalogue No. 14-H for further details

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ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

THE NEW CARTER DISC SEPARATOR

FOR SEPARATING

OATS and BARLEY FROM WHEAT

ONCE THRU GIVES A PERFECT CLEAN UP

YOU WILL BE INTERESTED IN THIS MACHINE

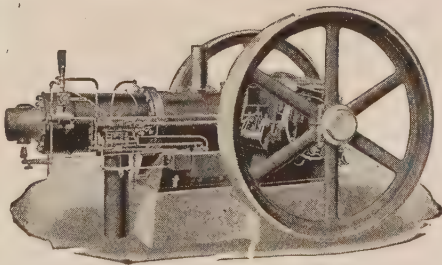
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the kind that you can depend upon at all times is the kind of power you want. And you want this kind of power as cheap as you can get it. The MUNCIE OIL Engine for many years has been giving satisfactory service in hundreds of country elevators. It should be in yours. Here are a few

Reasons Why

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COMPLETE SET FOR \$6.25

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Each page has spaces for 40 wagon loads and each book has 100 pages or spaces for records of 4,000 loads. The book is well printed and ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2½ lbs.

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GRAIN DEALERS JOURNAL

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And all this is also true of "Carigrain"—the twin brother of "Legrain," designed especially for horizontal grain carrier service.

Send for our booklet telling in detail why "Legrain" and "Carigrain" are superior—the quality pair for grain service.

**Goodrich
"Legrain"
Belt**

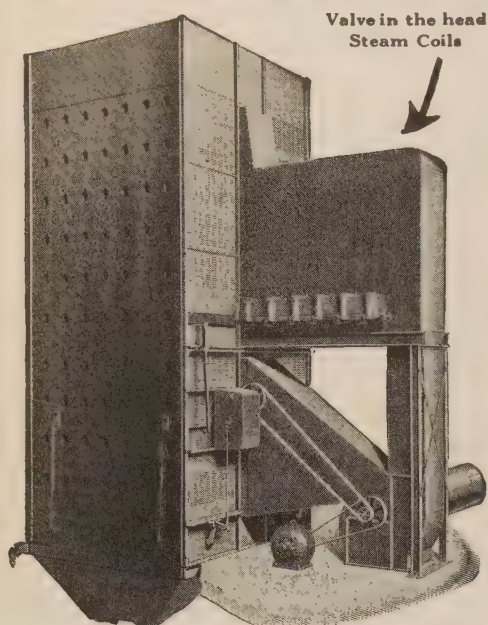
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Best in the Long Run



MORRIS GRAIN DRIERS



"MORRIS DRIED SAME AS SUN DRIED"

**BE PREPARED
BUY AN AUTOMATIC MORRIS**

You will use it every year.

AUTOMATIC and SELF CONTAINED

Requiring no special Building Construction. The Automatic feature eliminates an attendant. This is the simplest, most positive and uniform drier made. Write for detailed information and you will BUY A MORRIS if you buy a Drier.

**We Also Offer a Complete Line of
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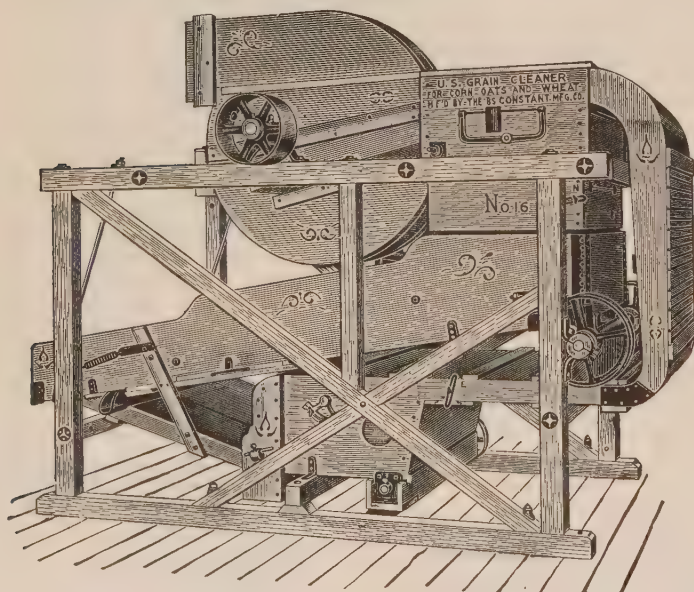
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Quality Cleaning

You grain men of experience know that clean grain brings a premium price at the terminal markets. For this reason your elevator should be equipped to thoroughly clean all grain before shipping.

The U. S. Grain Cleaner

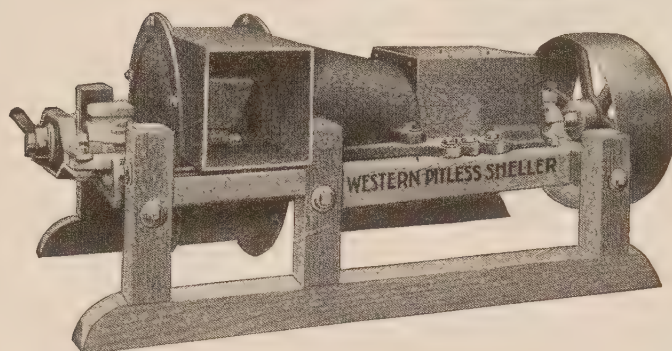
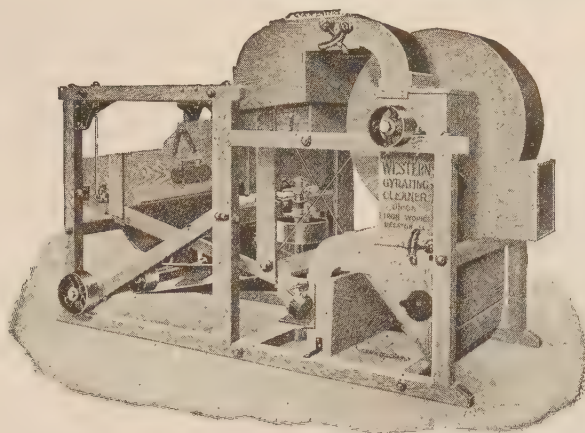
is acknowledged a leader in satisfactory performance, and has built up a reputation for operating efficiency and economy that needs no remarks on our part.

Satisfied users are our best endorsements and to them we will gladly refer any prospective buyers of grain cleaning machinery; knowing their testimony will bring the purchaser to the U. S. factory.

Write for further information about this cleaner and other grain elevator machinery.

B. S. Constant Manufacturing Co.

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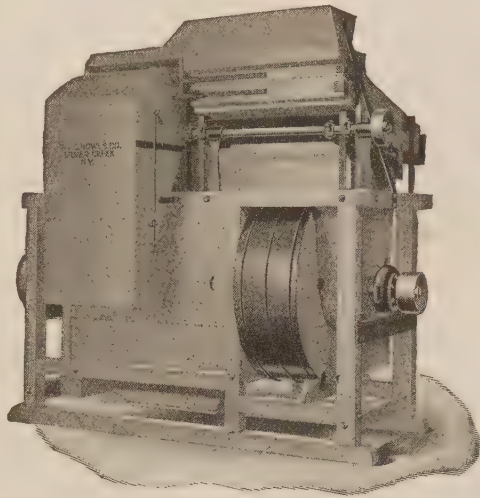


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are big and strong and rugged—made to run twenty-four hours a day, and three hundred and sixty-five days in a year, and they'll do it, and do it so easily that you will forget you have one on the job.

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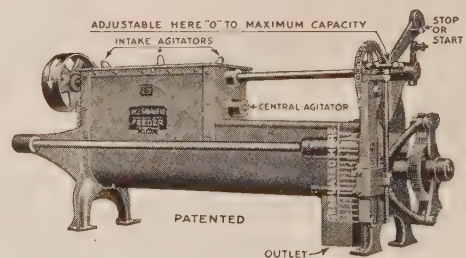
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Over 4,000 in Use

NELSON MACHINE CO.
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FEED MEN:

Efficiency of Operation determines your profits.

GAUNTT gives greater efficiency, therefore, greater profits.



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Install the GAUNTT and
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NOTE—We build complete feed plants and furnish plans.

80% Of All Fires

originating in the interior of an elevator start in the elevator leg. This startling fact, made known by the mutual companies after long investigation, proves

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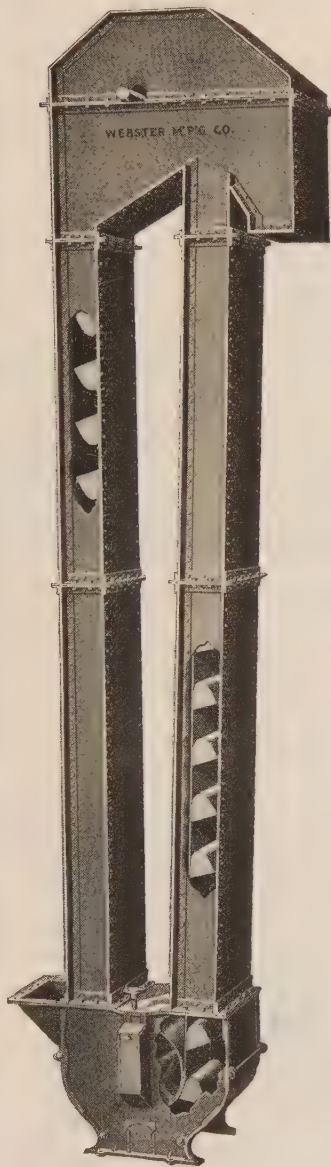
STEEL Elevator Legs

which reduce to the lowest possible minimum all danger of fire in the elevator leg.

Elevator owners will find it to their advantage to install steel elevator legs. The cost of elevator construction is so high and the present urgent need of grain storage is so great that they cannot afford

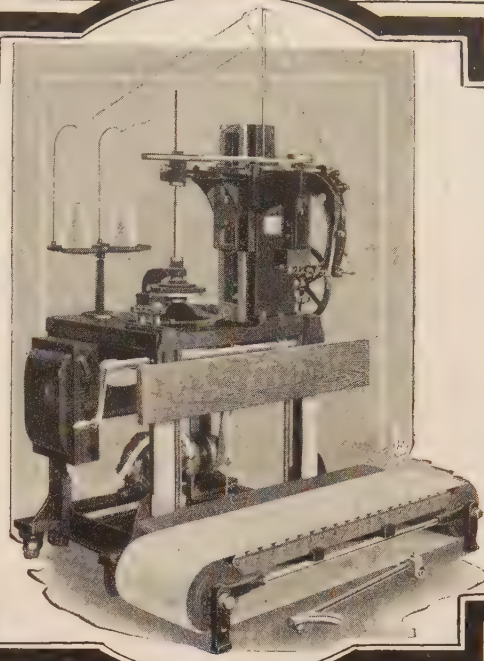
the risk of anything but fireproof equipment.

There is a steel elevator leg designed especially for your elevator. Ask us for more information about it.



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PRODUCTION—A vital question in the plant where the hand sewing method of closing bags is still in use. A Rush order takes men off important work elsewhere in the plant and puts them to work closing bags. It is in just such emergencies that "Union Special" Bag Closing Machines make their value felt.

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Write us as to the nature of your product, your daily output, etc. Let us tell you what "Union Special" machines will do for you in your plant.

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Globe Combination Auto Truck & Wagon Dump

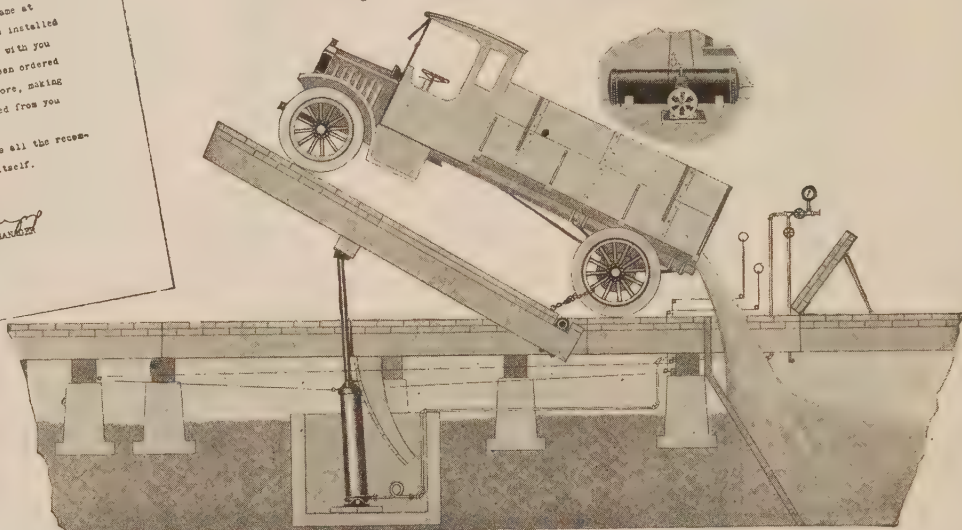
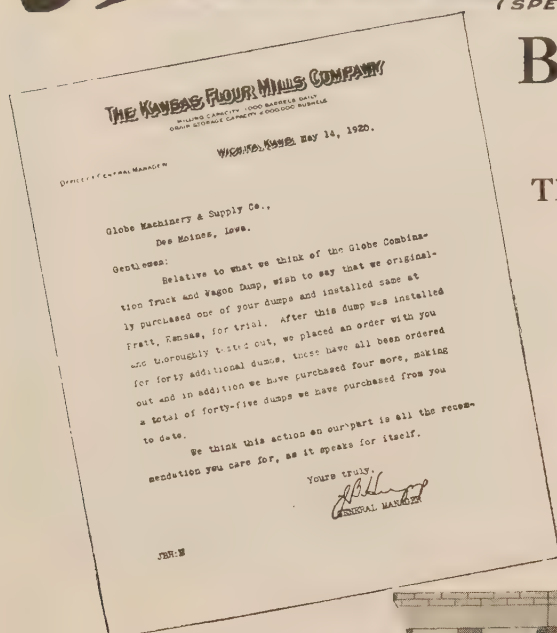
SIMPLE - RELIABLE - PRACTICAL

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Their Experience the Experience of Every Globe User
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Send Today for Blue Prints and Descriptive Literature



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in regard to dumping systems is that of all the truck dumps or combination truck and wagon dumps, now available for your purchase, the Trapp Dumping System is unquestionably the best. You need a truck dump in your elevator.

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WRITE NOW and get our circulars, and information in complete detail regarding the various major points of advantage which the Trapp dumps possess over those of all other manufacture.

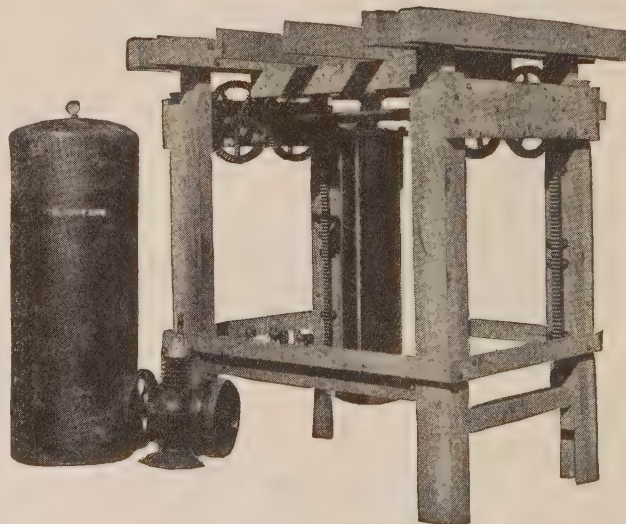
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THE TRAPP-GOHR-DONOVAN COMPANY, Manufacturers

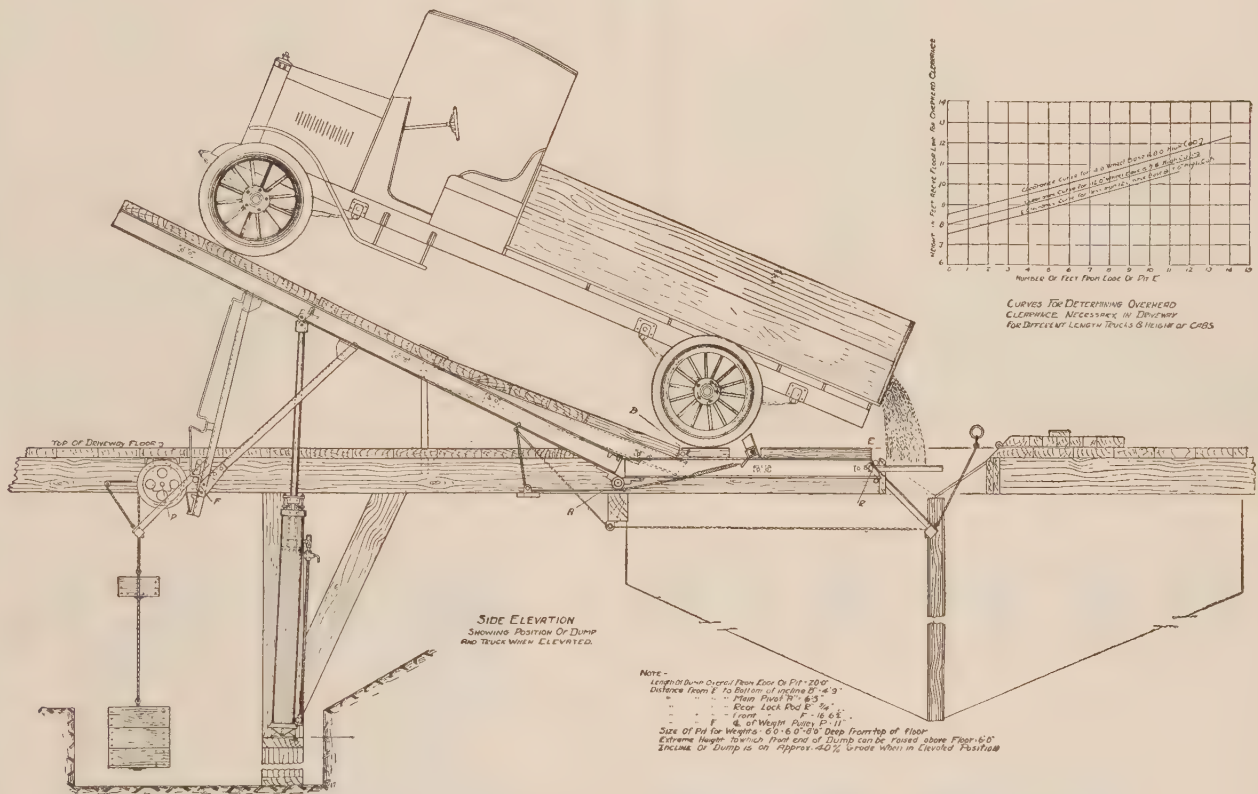
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The Improved Moffitt Automatic

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No Power Required

A steel truck dump and a steel wagon dump combined, which is surfaced with floor planking, flush with driveway floor.

It will dump trucks, wagons and sleds 365 days in the year.

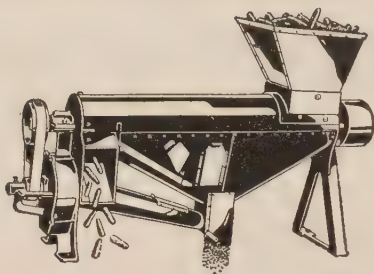
Equipped with safety wagon dump lock, safety wheel stop for trucks, which work automatically.

Automatic Truck Dump Company

Manufacturers

4723 Leavenworth Street

Omaha, Nebraska



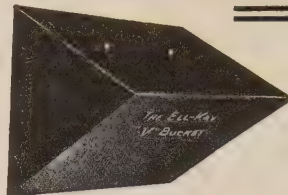
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Triumph Corn Sheller manufacturing is concentrated on two styles of a single sized machine.

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"Standard" Buckets are built to endure long, hard usage. Designed to obtain perfect discharge at high speed.

Size for size, you'll find Standard Buckets from 2 to 4 gauges thicker than usually found in this type.

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Successors to the Ell-Kay Mfg. Co.

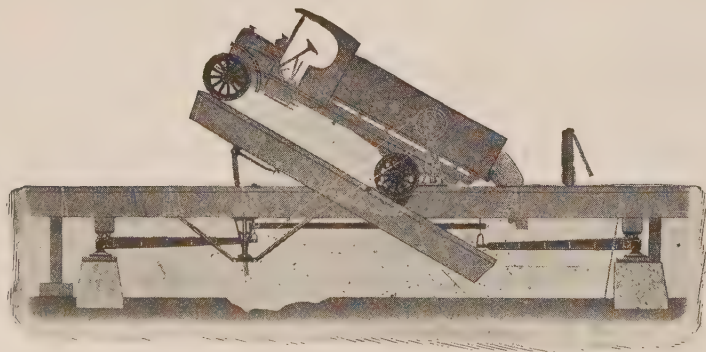
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Present conditions demand accuracy in testing grain—your profits depend upon your tester. Don't take chances with experiments or guess.

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is no experiment. It is used by all grain men and officials who must have accuracy at all times and under all conditions.

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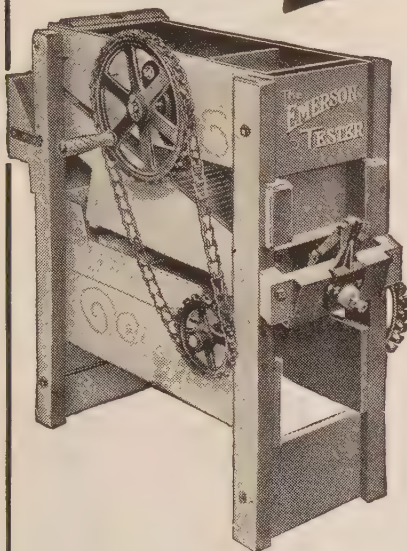
used by all grain men have accuracy at all conditions.

10,000 KICKERS

are now in use—the Government uses over 100—Line, Independent and Farmers Elevators all over find the Emerson dependable and a sure enough arbiter between seller and buyer on any dockage dispute.

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Belts punched accurately for buckets if desired. Estimates for elevator equipments cheerfully furnished.

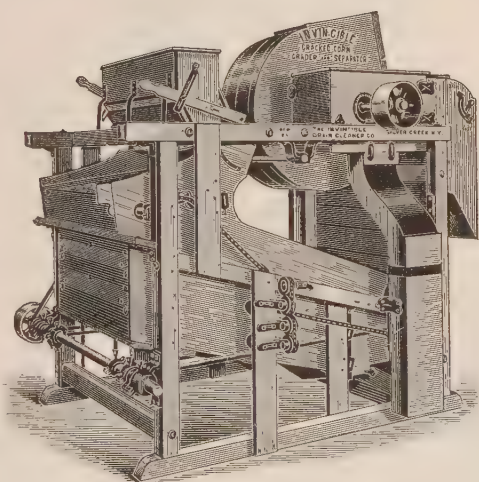
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The INVINCIBLE will make three distinct grades (coarse, medium, fine), removes the hulls separately, and the uncracked kernels which can be returned to the grinder. Each separation is thoroughly cleaned by air. All screens are kept clean by automatic brushes.

Put Your Name

where everyone identified with the grain trade will see it and keep it there.

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Grain Dealers Journal
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Grain Dealers Journal,

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Now that grain is commanding such a high price and there is and will be such a demand for it, it behooves you to load it properly, this means that you should use a Car Loader that cleans and loads at the same time. We guarantee this for

The
Combined Grain Cleaner
and
Pneumatic Car Loader



It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you on request.

Write for list and circulars

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Rubber Protector, \$2.00

Sent postpaid on receipt price; or on trial to responsible parties. Has automatic valve and fine sponge.

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With a Kewanee Renewable Bottom Loading Spout you can replace the worn bottom plate for a few cents and the spout is as good as new. The Kewanee spout sections will out-wear a dozen new bottoms or a dozen new spouts of the ordinary kind, yet its cost is about the same.

Give us the size of your down-spout and the length of your loading spout and we will show you how to save. A rough sketch will help. It will cost you nothing. Send it in today.

You can see how much it will save

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Howe Scale Co. of Ills. Fairbanks Morse & Co.
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Kewanee
Spout Section
with bottom
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CYCLONE DUST COLLECTOR

In the first place it is saving the possible total loss of your house by dust explosion; second, the dust and screenings so collected can be sold; and in the third place it effects a saving of one-half in power cost. The revenue thus produced by the collector will pay for it many times over.

Investigate before it's too late.

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There are dump controllers new,
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There are dump controllers on the market
Which are never sold.
But we are here to tell you,
So listen! while we say
"We're over thirty hundred strong
And selling more today."

Now is the time for cleaning up and remodeling, so, boys, don't overlook your dump, the most important feature of your plant,—but try and improve it.

Get the best possible equipment.

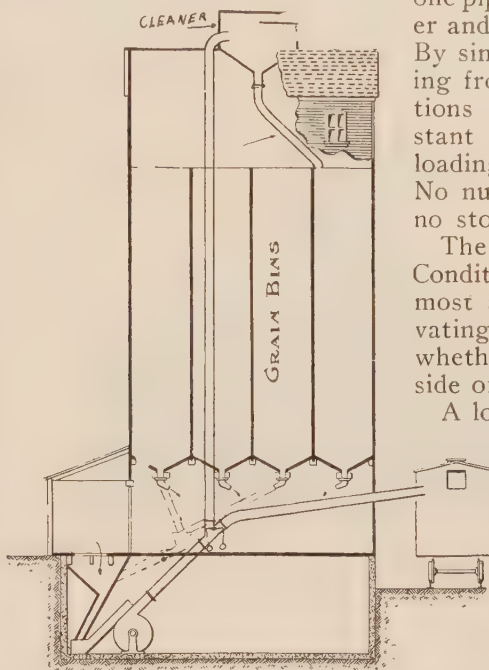
'It's a trade getter and plays for keeps.

L. J. McMILLIN

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Bernert Grain Blower and Conditioner

Sectional view elevator installation of the Bernert Grain Blower and Conditioner fitted with Combined Elevator and Loader attachment. Note how simple the equipment. Only one machine with



one pipe leading up into the Cleaner and another leading to the car. By simply pulling the chain leading from the valve lever, connections can be switched in an instant from either elevating to loading, or loading to elevating. No nuts or bolts to be loosened; no stops necessary.

The Bernert Grain Blower and Conditioner is the most simple and most adaptable machine for elevating grain and similar material whether stationed inside or outside of building.

A lower or entirely done away with basement, no overhead transmissions, faster and less expensive installation, all operating machinery on the ground floor, less fire hazard, etc., are all points in favor of this system.

Grain is being received the same as with the bucket system, spouted or dumped direct into the hopper of the machine.

For further information, write for catalog to the

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IT PAYS TO GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." R. W. Watt, Jacobburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue.

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Prevent
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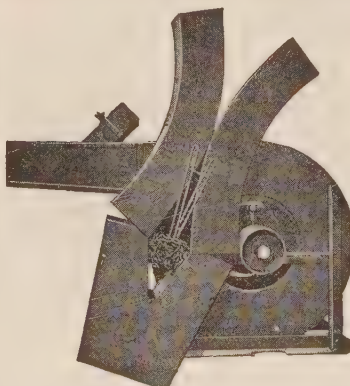
Chas. J. Webb, Vice-President
617 Railway Exchange Bldg., CHICAGO, ILL.



The paper the Grain Dealer supports, because it supports the Grain Dealer—

GRAIN DEALERS JOURNAL

DO YOU WANT MORE RAILROAD CARS?



If your elevator is within 150 feet of another railroad, you can load cars on that other road, from your present elevator, by blowing grain from your elevator to cars on that other road, with a Boss Air Blast Car Loader. Cars loaded without scooping, too. Piping may be carried under ground if necessary, then brought to surface, spouting into car.

Another Way to Meet Car Shortage

If your distance to other railroad is too great, one of our compact, portable Air Blast Car Loaders will solve your problem. They load direct from wagons into cars, without any scooping in the car or from the wagon. They load EAR corn also without scooping.

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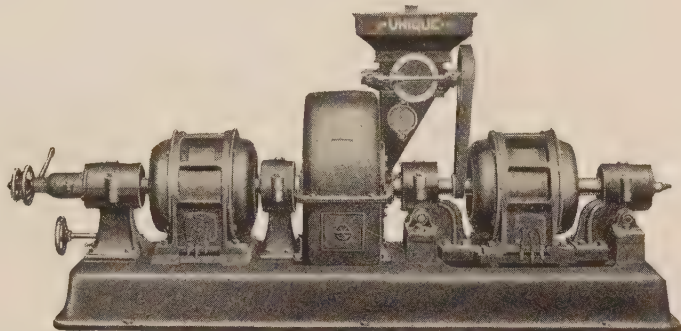
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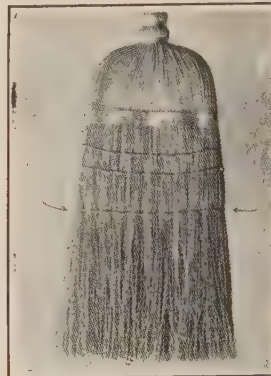
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Grain Dealers Journal
OF CHICAGO

A Toll Saver

Here is a letter from a firm you all know, based on its experience over a period of five years with the Universal Grain Code.

POPE & ECKHARDT CO.

Grain

Commission Merchants
West. Un. Bldg.

Chicago, June 2, 1915.
Grain Dealers Journal,
Chicago, Ill.

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Yours truly,
POPE & ECKHARDT CO.
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315 So. La Salle St.

Chicago, Ill.

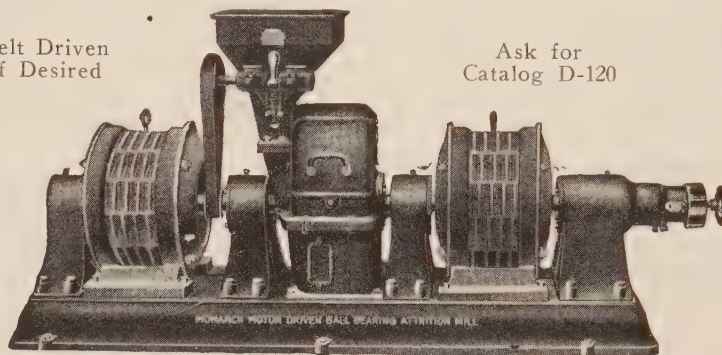
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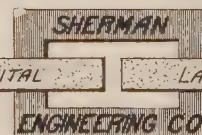
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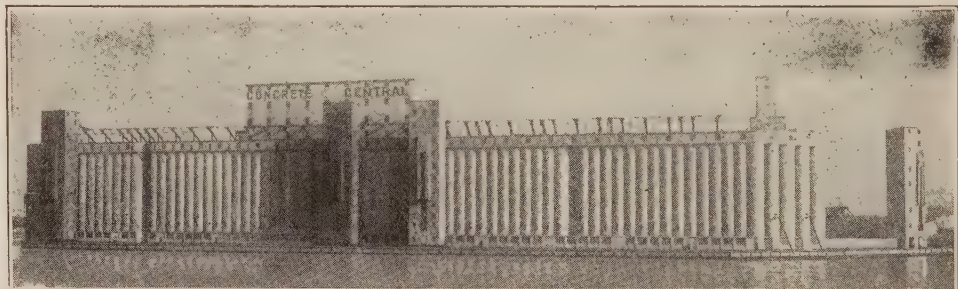
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- assure you economical design, first class work, efficient operation.

SATISFACTION

Let us Submit Designs and Prices



Concrete Central Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

MONARCH ENGINEERING CO., BUFFALO, N. Y.

THE MOST MODERN ELEVATOR IN THE WORLD

The view below is the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland. This elevator is equipped with four Stewart Link-Belt Grain Car Unloaders. See them in operation and be convinced of their great saving in labor cost.

JAMES STEWART & CO., Inc.

Designers and Builders

GRAIN ELEVATORS

IN ALL PARTS OF THE WORLD

GRAIN ELEVATOR DEPT.

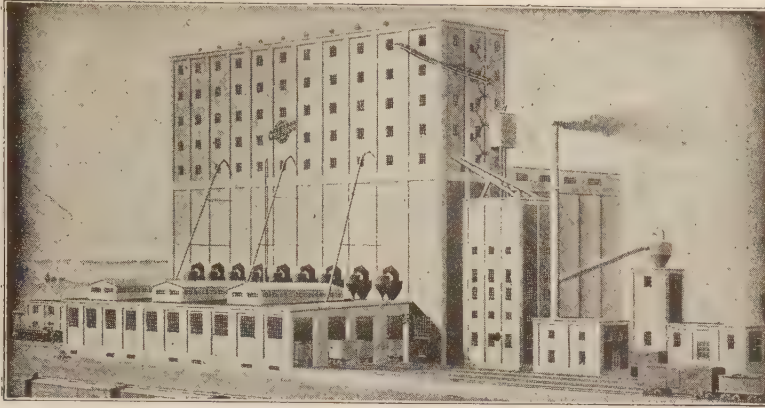
15th Floor, Westminster Bldg.

CHICAGO

W. R. SINKS, Manager

Capacity
5,000,000 Bushels

"We have built for many of your friends. Eventually we will build for you. Why not now?"



The 1,250,000 Bushel
C. & N. W. Elevator
at
Council Bluffs, Iowa

is the latest acknowledgment of our capabilities as Grain Elevator Engineers and Constructors.

WITHERSPOON-ENGLAR CO.
1250 Monadnock Bldg., CHICAGO, ILL.

Builders of Modern, Fireproof
MILLS AND ELEVATORS

BURRELL ENGINEERING AND CONSTRUCTION CO.

Established 1897— CHICAGO —Incorporated 1902

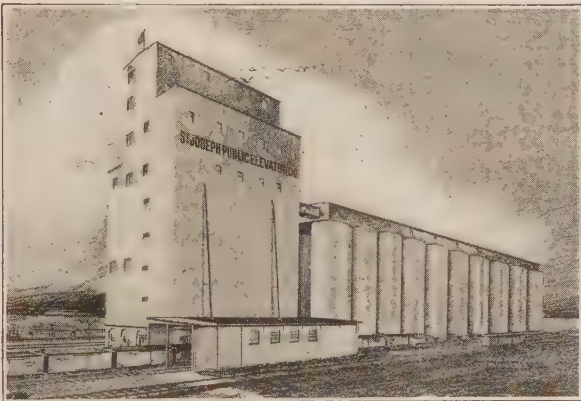
Continuously under the management of
GEORGE T. BURRELL, President
DESIGNERS AND BUILDERS

Grain Elevators, Flour Mills and Related Buildings

In doing our best, completely and satisfactorily to handle work in this field of construction we have sought to establish the fact that
No job is too small to merit our careful attention and none so large as to tax our capabilities.

1102-10 Webster Building, Chicago, Illinois

404 Scarritt Arcade, Kansas City, Missouri



St. Joseph Public Elevator

St. Joseph, Mo.

John S. Metcalf Co.

Grain Elevator Engineers

108 South La Salle St.
CHICAGO, ILL., U. S. A.

395 Collins Street
MELBOURNE, AUSTRALIA

54 St. Francois Xavier Street
MONTREAL, CANADA

314 Reconquista
BUENOS AIRES

FEGLES CONSTRUCTION CO., LIMITED

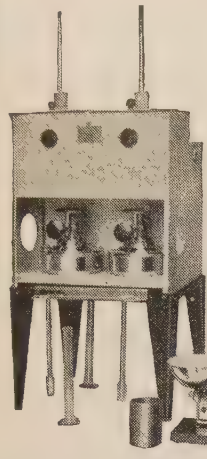
ENGINEERS—CONTRACTORS
GRAIN EXCHANGE, FORT WILLIAM, ONT.

WE ARE PREPARED TO TAKE
AND EXECUTE CONTRACTS ANY-
WHERE. GRAIN ELEVATORS, MILLS
HEAVY ENGINEERING STRUCTURES

WE HAVE AN ENVIABLE RECORD FOR SERVICE



Elevator and Mill Designed and Built for Lake of the Woods
Milling Co., Ltd., Medicine Hat, Alberta.



FLINT-BROWN-DUVEL MOISTURE-TESTERS

Electric, Gas or Alcohol Heated

Eliminate Guess Work

Equipped with certified thermometer, "Pyrex" glass or copper flasks and most accurately calibrated glassware. Over 100 Flint-Brown-Duvel Moisture Testers in use in the mills and elevators of the Russell-Miller Milling Co., also in use by government grain inspection departments. Get in line for handling the coming crop. Wheat Testing Sieves, Grain Triers, etc. Let us send you our Catalogue.

DE ROO GRAIN LABORATORIES
FLINT, MICH.

Your Supply of Box Cars

is within your own control. No waiting for cars; no tipping for cars. Ship your Grain when the market is right, and collect a per diem on the car you use.

New 40-foot, 60,000-bu. capacity, U. S. Standard Gauge Box Cars just completed.

M. C. B. requirements, immediate delivery, \$2000 each.

Address A. B. P. Box 12
Grain Dealers Journal, Chicago, Illinois

HOTELS BALTIMORE MUEHLEBACH

12th Street and Baltimore Avenue

Kansas City, Mo.



HOTEL BALTIMORE
500 Rooms

With the merging of the Muehlebach and Baltimore hotel interests—placing both establishments under one management—these two hotels offer an incomparable service.

JOSEPH REICHL
General Manager
JOSEPH R. DUMONT
Assistant General Manager



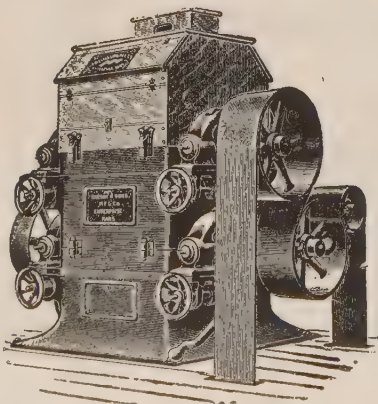
HOTEL MUEHLEBACH
500 Rooms

More Profits

The elevator owner who installs a feed mill in his elevator puts himself in line for more profits. No other sideline is as profitable. Your farmer patrons must have feed for stock. Are you going to let them go to your competitor? Drop us a line asking for further particulars regarding a feed mill for your elevator.

J. B. Ehrsam & Sons Mfg. Co.

Enterprise, Kansas



Purchase and Sale Contracts

Is a double page form designed for recording contracts for the purchase and contracts for the sale of grain. Each kind of grain is entered on a page by itself so dealer may quickly total columns, and ascertain whether he is long or short.

The left hand pages are devoted to—Purchased; the column headings being: Date; From Whom; Bushels; Grade; Delivery. Price; By Whom Bot; How; and Remarks. The right hand pages show—Sold, under which the following information is recorded: Date; To Whom; Bushels; Grade; Shipment; Price; By Whom Sold; How; and Remarks.

The book is well printed and ruled on linen ledger paper, size 8½x14 in., and contains 80 double pages. Bound in full canvas and heavy board covers. Order Form 18 P & S. Price \$2.25.

Send all orders to

GRAIN DEALERS JOURNAL
305 S. La Salle St. Chicago, Ill.

IF You Knew

How easy it is to sell anything thru a want ad in this paper, you would send in your ad at once.

Try it. At least ask us about the success of others.

Grain Dealers Journal
305 So. LaSalle St., Chicago, Ill.

Clark's Wagon Load Grain Tables

(ON CARDS)

show the reduction of any weight of grain from 100 to 4090 pounds by ten pound breaks, to bushels of 32, 48, 56, 60 70 and 72 pounds.

Six tables printed in two colors, on both sides of three cards, size 5½ x 10½ inches. Price 65 cents, postage 4 cents.

GRAIN DEALERS JOURNAL
305 So. La Salle St. CHICAGO, ILL.

For whatever you wish to know about equipment or supplies used in or about a grain elevator ask the

Information Bureau
Grain Dealers Journal Chicago, Ill.



Save Your GRAIN

USE

Safeguard Your Profits

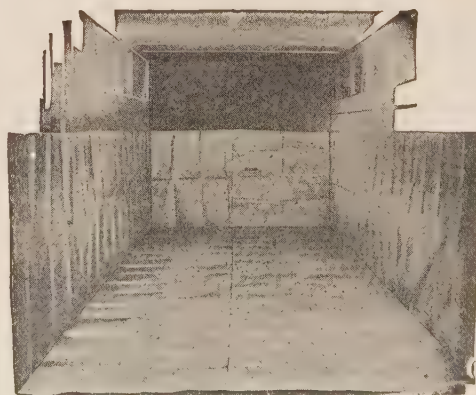
by cooping bad order cars that are sure to be given you during the coming shipping season. The above illustration is a fair example of what you can expect if you load your grain without first making sure that all holes are covered.

Kennedy Car Liners afford the most advantageous, inexpensive and yet the most efficient method of preventing leakage of grain in transit.

You will soon have a new crop to handle. Do not wait until the rush of harvest comes and an out-of-condition car is offered you for grain loading. Demand for Kennedy Car Liners is heavy this season and we advise getting orders placed now and be assured of early deliveries.

The Kennedy Car Liner & Bag Co.
[Shelbyville, Ind.]

**KENNEDY
CAR LINERS**



Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

14,000 BUSHEL ELEVATOR, averaging 15,000 Bushels per month. In one of the best sections of central Illinois. Side lines can be added. Electric power. Address A. C. Parks, Macomb, Illinois.

WHEN the first ring of the door bell is not answered, don't conclude that the folks are not at home. This applies to Journal "Wanted—For Sale" advertising. Ring again.

SOUTH CENTRAL MINNESOTA Cribbed Elevator for sale, 25,000 bushels capacity, with side lines of coal, flour and feed. Address Capacity, Box 11, Grain Dealers Journal, Chicago, Illinois.

48,000 BUSHEL CAPACITY ELEVATOR For Sale. Small dwelling included. Own ground, private switch, sidelines—coal and salt. Doing fine business. New coal house 14x40 ft. with concrete floor. Large oat and wheat crop to move. Possession at once. Address Possession, Box 1, Grain Dealers Journal, Chicago, Ill.

35,000 BUSHEL ELEVATOR and 6,000 bushel Corn Crib, Motor and Gasoline Power, for sale. Located in one of the best grain points in Central Iowa. Station ships from four to five hundred thousand bushels. \$8,000.00 takes this plant. Address Motor and Gasoline, Box 10, Grain Dealers Journal, Chicago.

WESTERN OHIO ELEVATOR for sale, 15,000 bushels capacity. On private grounds and spur. No competition. Located in fine grain section and doing a good business in grain and coal, salt, flour and feed. Residence property included. Address Western, Box 7, Grain Dealers Journal, Chicago.

TWO GRAIN ELEVATORS for sale, located in North Central Iowa at adjoining stations. Good grain territory and both handle flour, feed and coal. Side line will take care of operating expense. Both do good business. A mighty good opening for the right man. Write quick. Address Adjoining, Box 5, Grain Dealers Journal, Chicago, Illinois.

IF YOU are desirous of obtaining more capital for the extension of your business; if you have land or realty to exchange for an elevator; if you have money to invest in the grain business, make known your desires in the "Business Opportunities" columns of the Grain Dealers' Journal.

15,000 BUSHEL CAPACITY Fire Proof Elevator, also seven room modern stucco house, for sale. All on paved street, located in Western Ohio town of 1500, on good railroad in corn and oats belt. Fair competition. Handling 250 cars grain and hay per year, also Flour and Feed in car lots, good coal business and other side lines. If interested investigate at once as property will not be on the market long. No trades. Can arrange terms. Address Western Ohio, Box 1, Grain Dealers Journal, Chicago, Ill.

SOUTHWESTERN OHIO Warehouse and Elevator for sale. In good grain country. Village station with church and school on a division of the P. C. & St. L. R. R. Handling grain, field seeds, wool and coal. Between 5 and 6 acres of land with stables, shelter sheds, coal bins, engine room with engine, office, corn dumps, Marseilles New Process corn sheller and cleaner. Is a money maker. Reason for selling—have made enough to retire. Price \$10,000.00. Address Owner, Box 10, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

30,000 BU. ELEVATOR for sale, complete with machinery and additional warehouses. Address Coleman State Bank, Coleman, Wisc.

SOMEBODY'S always hunting an elevator, and there is no wrong time of the year to put an ad in the "Elevators For Sale" columns of the Journal.

15,000 BU. CRIBBED ELEVATOR for sale in southern Indiana. Handles 75,000 bu. Wheat with the following side lines, Flour and Feed. Good business. Death in firm makes it advisable to sell. For complete information apply to A. H. Richner, Broker, Crawfordsville, Ind.

25,000 BUSHEL ELEVATOR, for sale, equipped for grain and beans, with good coal business, in healthful town in Eastern Colorado, near Colorado Springs. Price \$12,000.00 for everything complete. Part terms. The Russell Gates Mercantile Company, 633 Sixteenth St., Denver, Colo.

ELEVATOR, LUMBER and COAL Business for sale, in small town about 60 miles from Chicago, near a large town of 20,000. Splendid grain town, no competition. Several side lines. A splendid money maker. This offered on account of death of owner. Address James M. Maguire, 432 Postal Telegraph Building, Chicago, Ill.

15,000 BUSHEL CAPACITY ELEVATOR For Sale. Electric power—400 ton capacity coal shed; two feed and storage houses, all with 450 ft. frontage on railroad. Will include desirable residence and town property. Old established business. Good reason for selling. Address Frontage, Box 1, Grain Dealers Journal, Chicago.

TWO GRAIN ELEVATORS for sale, located in Southwest Iowa, at adjoining stations; can be operated from one station. Good grain territory, main office handles side lines that pay operating expenses. These elevators are money makers and can be bought right if taken soon. Write us for particulars. H. L. Aden, Malvern, Iowa.

6,000 BUSHEL CAPACITY ELEVATOR for sale. Situated in the Holstein center of Wisconsin. \$100,000.00 business transacted last year in Dairy, Feed, Grass Seed, Flour, Salt and Grain. All in A-1 shape. Situated at Mapleton, Wisconsin. Make me an offer as I am going to sell. Come and see the property. Calvin J. Jones, Mapleton, Wis.

SOUTHERN KANSAS ELEVATORS and Good Grain, Coal, Feed and Implement business for sale, located in the best wheat belt of Southern Kansas. Fine schools and churches. Prosperous, high class farming community. A great opportunity for a hustler. Good crop of wheat now harvested. Write quick. Address Harvested, Box 12, Grain Dealers Journal, Chicago.

ONE-THIRD INTEREST for sale in good Country Elevator doing good business. In one of the best grain stations in Central Illinois. Station handles over one million bushels yearly. Elevator and storage capacity 80,000 bushels. Also doing a nice side line business in seed, coal and tile. Located in good town of 1,500 with pavements, electric lights and water system. Address System, Box 11, Grain Dealers Journal, Chicago.

ELEVATORS FOR SALE.

TWO NORTHWESTERN IOWA ELEVATORS in Sioux and Plymouth Counties for sale, coal business in connection. In good grain producing territory and good crop prospect this year. Address Good Crop, Box 1, Grain Dealers Journal, Chicago, Ill.

50,000 BUSHEL CAPACITY Modern Elevator for sale, in small town 50 miles of Chicago, together with coal business and new residence under construction. Station ships from 500,000 to 600,000 bushels annually. Good competition. This plant handles more than half the grain. Have good lumber business in same town for sale also. This is a splendid opportunity for a man willing to live in a small town. Address James M. Maguire, 432 Postal Telegraph Building, Chicago, Ill.

ELEVATOR BROKERS.

JOHN A. RICE, exclusive elevator broker, Frankfort, Indiana.

IF YOU WANT to sell or exchange your property, write to me. John J. Black, 57th Street, Chippewa Falls, Wis.

ELEVATOR BUYERS SAVE TIME AND MONEY BY WRITING ME WHAT YOU WANT. I HAVE IT OR WILL GET IT. NAT CLAYBAUGH, elevator broker, Frankfort, Ind.

BROKERAGE ACCOUNTS.

HAY, GRAIN AND FEED BROKER who covers South Carolina like dew and knows personally every large buyer in the State, wants better connections with reliable shippers. I can handle all papers or sell on commission. If you want more business from this territory address

RUSKIN ANDERSON.
Seneca, S. C.

OKLAHOMA GRAIN COMPANY is willing to make arrangements with reputable country elevators in the wheat section of the state to finance and handle the crop on fifty-fifty or commission basis. If interested address Reputable, Box 1, Grain Dealers Journal, Chicago.

OFFICE SUPPLIES.

SAFES—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

FOR SALE—Burroughs, Wales, American, Dalton, Standard, etc., adding machines, half retail prices, fully guaranteed. Typewriter bargains, all makes. Get illustrated catalog and bargain list. Minnesota Typewriter Exchange, Department G, 236 Fourth St. South, Minneapolis, Minnesota.

DICTAGRAPHS WANTED.

TWO DICTAPHONES, shaver and complete equipment wanted. Must be of late design and in good condition. Address Dictaphone, Box 1, Grain Dealers Journal, Chicago.

STUDEBAKER GRAIN & SEED CO. or Bluffton, Indiana, says: "With reference to advertisement we had in the Journal some weeks ago for the disposal of the two electric motors, two days after that issue of the Journal was published we had a telegram directing us to ship them to Ogallala, Nebraska, from a concern at North Platte, which was immediately done. Within a week from that time we had two other acceptances on the same advertisement."

SITUATIONS WANTED.

POSITION WANTED as grain buyer. Fully experienced and competent. Address Position, Box 1, Grain Dealers Journal, Chicago.

BOOKKEEPER, 14 years experience in Grain Business wishes position at once. State salary to start. Address Fourteen, Box 1, Grain Dealers Journal, Chicago.

Under **SITUATIONS WANTED** you will find a capable manager, grain buyer or traveling solicitor. The man who has enough push to advertise his services in a high class trade journal is the kind of a man you want.

POSITION WANTED by an experienced Elevator Man. Must be in town with good high school. Can furnish best of references. Twenty-five years' experience. Address High School, Box 1, Grain Dealers Journal, Chicago.

EXPERIENCED GRAIN MAN Wants position as buyer, manager or licensed inspector. Five years' experience in terminal markets, best of references. Address Markets, Box 1, Grain Dealers Journal, Chicago.

POSITION WANTED as manager of good Farmers Elevator Company. Twelve years' experience and successful. Salary \$150.00 per month. Address Years, Box 12, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as solicitor for good Grain Firm, or manager of good Farmers Elevator Co. Fourteen years' experience. Scandinavian. References. Address Scandinavian, Box 1, Grain Dealers Journal, Chicago.

POSITION WANTED by an experienced solicitor, either now or for this coming season, to travel in Iowa to represent a good grain firm. Address Season, Box 12, Grain Dealers Journal, Chicago.

POSITION WANTED AS MANAGER for an elevator company in Iowa. Fourteen years' successful experience, the best of references furnished on request. Address Successful, Box 12, Grain Dealers Journal, Chicago.

EXPERIENCED HELP, such as managers for country stations, foremen, auditors and employees needed in the grain business are readily secured thru an ad in the "Help Wanted" column of the Grain Dealers Journal, Chicago.

POSITION WANTED as second man in a good Farmers Elevator where opportunity would be afforded for thoroughly learning business. Have had grain and lumber experience. Advise salary first letter. Can furnish best references. Address Learning, Box 11, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by elevator man, age 30, married—8 years' experience as assistant to manager in elevator handling grain, seed, flour, feed, coal, etc. Can take care of any kind of machinery and repair work. First class bookkeeper. At present employed, but can start any time. Address E. M., Box 1, Grain Dealers Journal, Chicago.

GRAIN BOOKKEEPER, cashier or general office man, thoroughly experienced in all phases of the business and capable of taking entire charge, for personal reasons is desirous of making a change. Would be willing to locate in any terminal market. First class references in Minneapolis grain trade. Address P. O. Box 434, Minneapolis, Minn.

READ THIS—Fifteen years' experience as branch manager handling futures and cash grain. Freight and passenger departments of railroads. Chief correspondent, claim manager, branch manager. Well informed on law. Good knowledge of general business. Age thirty-eight. Married. Willing to go anywhere for right opportunity. Want connection of responsibility. Your communications will be treated as confidential. Address N. E. R., Box 11, Grain Dealers Journal, Chicago, Illinois.

SITUATIONS WANTED.

POSITION WANTED as buyer or manager. Seventeen years' experience, eleven years with last employer. References of last employer. Forty-five years old; have been very successful. Wish a place where a large volume of business can be done. Address Seventeen, Box 10, Grain Dealers Journal, Chicago.

YOU MAY BE MISSING SOMETHING

If you do not read the Wanted and For Sale ads each issue. If you have something to sell or exchange, insert small advertisement in the Wanted and For Sale Department. When in need of an employee or employment write Grain Dealers Journal, 305 S. La Salle St., Chicago, Ill.

EXPERIENCED GRAIN MAN now connected with large Chicago Grain Firm as assistant manager of branch wire office desires position with good grain firm in terminal market. Prefer cash grain or merchandising department. Competent to take full charge. Fifteen years' experience in all branches of grain business. Well acquainted in corn and wheat belt, also in all large Southern and Eastern Terminal markets. Address Assistant, Box 12, Grain Dealers Journal, Chicago.

POSITION WANTED as manager of Farmers Elevator Co., or line of Farmers Elevators doing a large business. Am able to take complete charge of the grain end of the business, and any side lines that are handled or that the Company wish to handle, and make the business pay. Am now employed as manager of a Farmers Union Co-op. Ass'n., handling 21 lines of merchandise, doing an annual business of \$1,500,000. Have been in present position four years, but wish to make a change in sixty days. Best of recommendation from my present employers, banks and commission houses. 20 years' experience in grain, live stock, and side lines. Am 43 years old and in best of health. State fully what you have to offer in first letter. Address Employers, Box 12, Grain Dealers Journal, Chicago.

SCALES FOR SALE.

NEW AND REBUILT scales of all kinds. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

FAIRBANKS-MORSE Three Bushel Automatic Dump Scale, in good condition, for sale, cheap. Buhl Seed & Grain Co., Buhl, Idaho.

300 BUSHEL CAPACITY Hopper Scale, in good condition, for sale.

Williamsburg Co-operative Ass'n.,
Williamsburg, Indiana.

FOR SALE: One Richardson hand compensated Automatic Scale, 5 bushels' capacity, 1250 bushels per hour, in first class condition. Address Richardson, Box 12, Grain Dealers Journal, Chicago.

500 BUSHEL FAIRBANKS Hopper Scale, \$150.00; 500 bushel Monarch Hopper Scale, \$125.00; 500 bushel U. S. Standard Hopper Scale, \$75.00.

Richardson Scale Co., Wichita, Kans.

BAGS FOR SALE.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.

WM. ROSS & CO., 409 N. Peoria St., Chicago.

MALE HELP WANTED.

EXPERIENCED GRAIN BUYERS For Country Elevators Wanted. The Rocky Mountain Elevator Co., Great Falls, Montana.

GRAIN SOLICITOR Wanted by an old reliable Chicago house. Give full details. Address Details, Box 1, Grain Dealers Journal, Chicago.

GRAIN ELEVATOR CARPENTERS, Millwrights Wanted, One Dollar an hour and transportation. Address P. O. Box 103, Bloomington, Illinois.

GOOD GRAIN ELEVATOR MAN Wanted. Ability for side lines. Excellent future. Address Elevator Man, Box 11, Grain Dealers Journal, Chicago, Ill.

MAN WANTED in coal, grain and feed business, one who will deliver and unload coal. Good salary and steady work. Address Unload, Box 12, Grain Dealers Journal, Chicago, Illinois.

EXPERIENCED GRAIN MAN Wanted to take money interest and manage the business of a well equipped grain elevator in a good section of Ohio. Address Moneyed, Box 12, Grain Dealers Journal, Chicago, Illinois.

AN ADVERTISER in our Situations Wanted Columns says after one insertion: "I have so far received about five letters and who knows how many more I will get before the week is over. The Journal is the best advertiser of all the papers I know."

FEMALE HELP WANTED.

EXPERIENCED BOOKKEEPER Wanted for Publishing Office. Room 507, Traders Bldg., Chicago, Ill.

MILLS FOR SALE.

100 BARREL FLOUR MILL For Sale at a bargain; located in good Kansas town. Fuel Oil Power, 10,000 bus. storage capacity. Address J. A. Crow, Crisfield, Kansas.

50 BARREL MILL for sale, with 9000 bushel elevator in connection and a 30,000 bushel elevator in addition. All well equipped, large elevator nearly new. Mill motor driven. Located in Red Cloud, Nebraska. For sale by owner. Bird Land Co., Hays, Kansas.

FOR SALE—Well equipped 100-barrel mill in Rocky Mountain territory, with advantage of natural gas for fuel. Present owners retiring account poor health and other interests. Address Rocky Mountain, Box 10, Grain Dealers Journal, Chicago, Ill.

MILL FOR SALE Located on International and Great Northern tracks. New building of strong construction finished last July, 120x50 feet. This property located on the leading road to town, two blocks from the Public Square and the best wholesale corner in San Marcos, Tex. One-half block from International & Great Northern Depot. Will sell or lease the building for five years, or will sell the stock, same invoicing about \$4,000.00 Rent \$75.00 per month. Everything in first class shape. This is a good proposition for the right party who can do a big business in Chicken or Mill Feed, Flour and corn. Plenty of room for cars on track as I own the entire block on the railroad. Am selling account of old age and will name a price around \$12,000.00—one third cash, the balance on long time. Address C. D. Lake, San Marcos Milling Co., San Marcos, Texas.

MOTORS FOR SALE.

TWO 20 h.p. and two 30 h.p., 2 phase, 60 cycle, 220 volt motors, 900 R.P.M., for sale. Address Ballinger & McAllister, Bloomington, Illinois.

ONE 10 HP. FAIRBANKS MOTOR, 3 phase, 60 cycle, 220 volts, 1120 R. P. M. for sale. Excellent condition. \$200.00, f. o. b. Moorhead, Minnesota. Address N. J. Olsen Co., Moorhead Minnesota.

MACHINES FOR SALE.

TWO NO. 8 Boss Car Loaders Complete, For Sale. Good as new. Address A. H. Richner, Crawfordsville, Indiana.

ONE MONITOR NO. 10 GRAIN SEPARATOR. In perfect condition, for sale. New sieves and brushes. Especially adapted to barley scalping. Address Sterling Grain Co., Minneapolis, Minn.

FOR SALE:

Monarch 24 inch Belt Driven Attrition Mill. First check of \$75 takes it.

Also One Number 12 Sullivan Crusher at \$40.00.

Above f. o. b. Woodstock, Ill.

William Bonslett, Woodstock, Ill.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, and sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. **READ AND USE THEM.**

FOR SALE:

One 80 h. p. Corliss Steam Engine.
One, Murray 150 h. p. Horizontal Tubular Boiler with flush front, grates, etc.
One 60 h. p. Kewanee Horizontal Tubular Boiler.

Two second hand stands of corrugated rolls.

R. A. HEACOCK COMPANY,
Falls City, Nebraska.

FOR SALE:

9"x24" Noye Three Pair High Roller Mill. Pulleys on the fast side 20", 18", 18"x8½"x2½"; on the slow side 20", 18", 16"x7½"x2½", corrugated top pairs 6 cuts; middle pair 12 cuts; bottom pair 18 cuts. Dull to dull. Mill has not been used since being rebuilt.

Price \$550.00 f. o. b. Chilhowee, Mo.

THE WEBSTER M'FG. CO.,
4500 Cortland St., Chicago, Ill.

FOR SALE:

One steel tank 8 ft. 9 inches by 5 ft. 6 inches at top, 4 ft. wide at bottom, 3 ft. deep.
One tank 7 ft. 9 inches by 6 ft. 6 inches at top, by 4 ft. 9 inches wide, 3 ft. deep.
One used Elevator Belt, good condition, 155 ft. 16 inches wide.

One 35 horsepower motor, 220 volt, 60 cycle, 3 phase.

One 10 horsepower motor, 220 volt, 60 cycle, 3 phase.

A lot of iron pulleys, also wood split pulleys.

One Iron Boot 17 inch pulley.

30,000 ft. 2x6 short length cribbing.

One 16,000 lbs. Fairbanks Hopper Scale.

Two screw conveyors.

60 ft. 8 inch Gandee Belt, Good.

A lot of shafting and pillow blocks.

All this material is in good condition and ready for immediate shipment.

Prices on application.

RISSER ROLLINS CO.,
Kankakee, Ill.

MACHINES FOR SALE.

WILL YOU BUILD CONCRETE BINS? We have for sale, cheap, 125 second hand jacks for this purpose. Address Concrete, Box 2, Grain Dealers Journal, Chicago.

MIDGET MILLS—One 25, one 50 and one 60 barrel Midget Marvel Mill for sale. Also all kinds new and used mill machinery. H. C. Davis, Bonner Springs, Kans.

FOR SALE—1-600-S Joliet. Cylinder Shuck Sheller. Brand new. Guaranteed as represented. Price F. O. B. Cars Tebbetts, Mo., \$600.00. Sold for the want of use.—Tebbetts Mill & Ele., Tebbetts, Mo.

PORTABLE CAR LOADER on truck for sale, all metal, good condition, 4 h.p. engine will easily operate. \$75.00 f.o.b. Truesdale, for quick sale. Address A. E. Klingenberg, Truesdale, Missouri.

POWER PLANT MACHINERY For Sale:

Two 125 h.p. Return Tubular Boilers.

One 250 h.p. Bass Corliss Engine.

One Heater and Two Pumps.

LAFAYETTE CORN MILLS,
Lafayette, Ind.

FOR SALE CHEAP.

150 Barrel Fairbanks Hopper Scale, also vats, casks, ice machinery, compressors, shafting, piping, pulleys and machinery of all kinds of Chicago Brewery Co., 1269 W. North Ave., Chicago. Phone Randolph 1372 or write W. D. SAGER, 330 E. N. Water St., Chicago, Ill.

REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

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IF YOU WANT A MACHINE that is not advertised here, ask for it. Make your wants known. Some one wants to sell the machine you need, but hasn't started advertising it.

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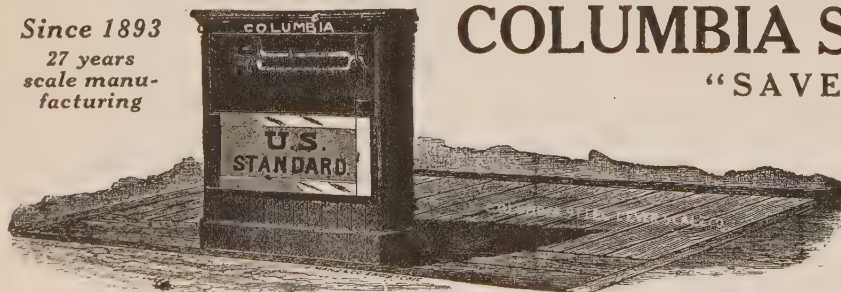
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THE CHATFIELD GRAIN CO.,
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TWO TYPE Y FAIRBANKS MORSE 25 h.p. Oil Burning Engines for sale. Good as new, used six months. Address Geo. H. Stuart, Schoolcraft, Michigan.

12 H.P. MUNCIE OIL ENGINE For Sale, thoroughly overhauled, new cylinder, piston and rings. Will sell reasonable. Thompson Farmers Co-Operative Elevator Co., Thompson, N. Dakota.

FOR SALE at a bargain, the following Gas Engines:

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These Internationals will burn either Kero-
sine or Gasoline.

The above engines were used one week as emergency power in our factories during the recent coal shortage and are as good as new. Address Purchasing Department, G. S. Blakeslee & Co., Cicero, Illinois.

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SECOND HAND No. 2 or No. 3 Barnard & Leas single cylinder rolling screen wanted, for scalping corn from cobs. Must be in first class condition.

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WE ARE IN THE MARKET for a single pair or two pair high second hand roller feed mill.

KINSEY BROS.,
North Manchester, Indiana.

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GOOD USED BROWN DUVAL Moisture Tester Wanted for corn. Two or three burner, electrically equipped. Ontario Grain & Coal Co., Ontario, Iowa.

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MINNESOTA GRAIN, COAL AND FEED business for sale, consisting of twin elevators, coal pocket and sheds. Equipped with electric motors and gas engines. Good country, oiled roads. Well established business. Must sell on account of closing estate. Address J. H. Dobie, Mapleton, Minnesota.

BUSINESS OPPORTUNITIES.

FEED MANUFACTURING PLANT located in Chicago for sale. Equipped to make all varieties feed, including molasses feed. Bag storage room fifty cars. Situated in heart of city. Good switching facilities. Address Switching, Box 12, Grain Dealers Journal, Chicago, Ill.

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FOR SALE—8 lots adjoining R. R. on which is large warehouse with chop mill and corn crib with shed attached and office building with wagon scales. The building of two tile grain tanks has been started but not completed, owing to sickness. Tile for this purpose is stored on property and almost enough machinery to equip same, including new Richardson Automatic Scale. Only one elevator in town. For particulars address H. B. Gordon, Sheldon, Mo.

FOR SALE
GRAIN and FEED BUSINESS
near Portland, Me. Annual business
over \$100,000. Address
T. C. Wentworth, Cornish, Me.

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IOWA SEED CO. DES MOINES, IA.

Wants to buy or sell seeds

GRAIN BAGS

Will soon be needed
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Ask for our prices on
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SEEDS FOR SALE WANTED.

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GRAIN DEALERS JOURNAL

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Wm. G. Scarlett & Co., wholesale seed merchants.

BELFAST, IRELAND.

McCausland, Sam'l, Ryegrass & Dogstail.

BUFFALO, N. Y.

Stanford Seed Co., Inc., The, wholesale field seeds.
Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Dickinson Co., The, Albert, seeds.
Illinois Seed Co., The, grass and field seeds.
Johnson, J. Oliver, seed merchant.
Continental Seed Co., seed merchants.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.
Crawfordsville Seed Co., seed merchants.

DES MOINES, IA.

Iowa Seed Co., buyers and sellers.

EVANSVILLE, IND.

Small & Co., W. H., seeds, grain and hay

FARIBAULT, MINN.

Farmer Seed & Nursery Co., seed corn & grass seeds

INDIANAPOLIS, IND.

Southern Seed Co., field and garden seeds.
Indiana Seed Co., The, grass and field seeds.

KANSAS CITY, MO.

Missouri Seed Co., wholesale exports and imports.
Peppard Seed Co., J. G., wholesale seeds.

LAWRENCE, KANS.

J. Underwood & Son, grass and field seeds.

LINCOLN, NEB.

Griswold Seed & Nursery Co., seed merchants.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain & field seeds
Louisville Seed Co., clover & grasses.
Ross Seed Co., jobbers and exporters.

MERIDIAN, MISS.

Kimbrough Mitchell Seed Co., Southern seeds.

MILWAUKEE, WIS.

Courtene Seed Co., field seeds.
Kellogg Seed Co., grass and field seeds.
L. Teweles Seed Co., field seeds.

MINNEAPOLIS, MINN.

Dickinson Co., The, Albert, seeds.
Minneapolis Seed Co., seed merchants.
Northrup, King Co., wholesale seeds.

NEWBERN, TENN.

Cole Seed Saver Co., Japan clover wholesale.

NEW YORK, N. Y.

Loewith Larson & Co., grass & field seeds.
Doughten, Inc., H. W., grass & field seeds.
Nungesser-Dickinson Seed Co., wholesale seed merchants.
Radwaner Seed Co., I. T., fd. & gr. seeds, ex. impta

OKLAHOMA CITY, OKLA.

Marshall Grain Co., Distributors of Kaffir Milo.
State Seed Co., The, garden & field seeds.

PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, wholesale field seeds.

ST. JOSEPH, MO.

Chesmore Seed Co., field seeds.

ST. LOUIS, MO.

Schisler, F. & G. S. Co., A. W., seed merchants.
Mangelsdorf, Ed. F. & Bro., wholesale field seeds.
Newman & Malkemus, grass and field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

SELMA, ALA.

Geo. M. Callen, seed grasses & hay.

TOLEDO, OHIO.

Churchill Grain & Seed Co., field seed, pop corn.
Flower Co., The S. W., seed merchants.
Hirsch, Henry, whole, flour, seed.
Toledo Field Seed Co., The, clover, timothy.

WICHITA, KANS.

Ross Bros. Seed Co., fd. seeds, alf., kaffir, sweet corn,

The Stanford Seed Company, Inc.
Wholesale Field Seeds :: BUFFALO, N. Y.

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INCORPORATED
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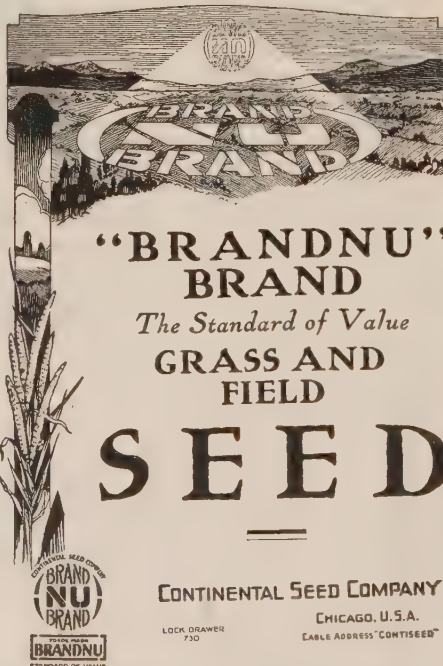
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firm name, place your "ad" here.**

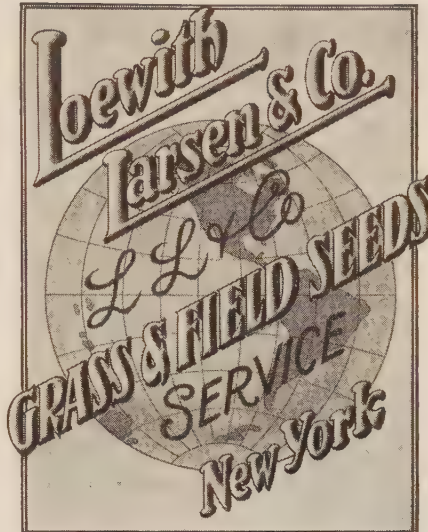
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Field and Garden Seeds
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FIELD SEEDS
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GRAIN DEALERS JOURNAL

Published on the
10th and 25th of Each Month at
305 So. LaSalle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; two years, \$3.60; three years, \$5.00; single copy, 15c.

To Foreign Countries within the Postal Union prepaid, one year, \$3.25; to Canada, \$2.75.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, JULY 10, 1920

"SERVICE" is the slogan of the progressive grain merchant and some farmers are beginning to recognize its value.

WAR TAXES paid on demurrage charges can be recovered by filing an authenticated claim with the Internal Revenue Collector.

REPORTS of cars seen leaking grain in transit are always welcome to the Journal and to the shipper whose grain is used to ballast the tracks. Your brother shippers report your leaking cars; reciprocate.

SAND does not improve wheat, and the sooner country grain buyers convince farmers that it is worthless when it comes to making flour, the sooner will they discourage them in bringing it to market with wheat.

THOSE who demand greater openness and publicity of grain exchange transactions evidently never read the market page of a metropolitan daily or the detailed reports of the market reports. Such piffle might help the agitators with the unposted farmers, but its presentation to business men will only make the petitioners ludicrous.

CASH CORN having come down within hailing distance of the futures for the first time in months, dealers now have a real opportunity to hedge in the September delivery. This complete reversal of form is indicated by the cash grain price chart published elsewhere in this number. Lacking the sustaining power of a strong cash situation the bulges in corn futures do not hold, and the bottom apparently dropped out of the market several times the past week in a way that is disconcerting to the bulls.

ADVANCE notice of shipments always helps the consignee to handle each car to better advantage. Shippers always promote their own interests by advising receiver fully regarding each shipment.

FARMERS can not expect country elevator operators to buy their grain when the "house is full," or is already "dangerously overloaded," and they will not be overly anxious to deliver their grain when payment is indefinitely deferred.

PROGRESSIVE seed dealers will be glad to learn that the Chicago Board of Trade in drafting its new rules for grading grass seeds has banished those definitions of "reasonably free from" and "not too much hulled," in favor of exact percentages and a fixed type sample for each season.

THE GALVESTON EMBARGO on grain shipments has been lifted. Plenty of vessels have been promised for the next forty-five days, but no definite plans have as yet been made for improving the grain elevator facilities of the port. If Galveston is to maintain her position, then more fire-proof storage and rapid handling facilities must be provided.

LICENSES are no longer required to conduct a business in grain or grain products, for which the trade is under obligations to Julius H. Barnes, who persistently opposed the extension of Government control desired by the politicians. The abolition of the Federal Trade Commission and the repeal of the excess profits tax would also help to get business back to normal.

GOVERNMENTAL regulation of railway wages makes it more difficult for the managements to practice economy. Under the present system the same wage is paid for the same class of work in all states, with the result that men employed in states where the cost of living is high do not get enough pay to keep them efficiently interested; while workers in some of the southern states are overpaid and lay off from work to spend the surplus.

EXORBITANT right of way rentals will not be paid if the grain elevator owners stand for their rights. Several railway commissions have decided that 6% upon a fair valuation of the land occupied is enough. To pay more is to submit to extortion and encourage discrimination. The readiness with which country elevator owners have met previous advances has encouraged the right of way sharks to demand more. Now is a good time to call a halt.

THE LINCOLN PLAN of federal grading is absolutely sound as an academic proposition; but the buyer of a car of corn will insist on protecting himself against a deficiency in some one particular, and will prefer the present arbitrary grading. Under the Lincoln plan a miller would be forced to pay for wet corn that he could not use. Carrying out the Lincoln plan to its logical conclusion every possible combination of qualities should have a definite designation as Grade No. 23, Grade No. 30 or Grade No. 57, so that the buyer of Grade No. 57 would know *exactly* what he was getting. It is feared that the Lincoln plan will never travel far on the highway.

BLACK RUST has been referred to by several crop experts traveling in the spring wheat country, but no damage has resulted, other than the nervous shock to the shorts.

LOCAL meetings of country dealers, if well attended, generally foster harmonious business relations and promote better business methods. An intelligent discussion of the pressing problems of the trade will always help earnest dealers on the way to success and that is the prime purpose of all trade associations.

GOVERNMENT control or interference with business has received merited denouncement thru the resolutions adopted by recent meetings of grain trade ass'ns and the wonder is the grain dealers have been so tolerant of the socialistic tendencies of our active politicians. Grain dealers could greatly strengthen the formal protest by writing a letter to their representatives in Congress and demanding a reduction in the pernicious activities of the Federal Trade Commission and the Bureau of Markets.

DOMESTIC corporations must contribute one dollar for each thousand dollars of fair average value of capital stock in excess of five thousand dollars, to the Federal Government this month in order that it may meet some of its bills. Partnerships and individuals escape this tax, but they will be assessed heavily under the excess profits and income tax levies so long as the wasteful war expenditures continue.

THE ESTABLISHMENT of grain exchanges at interior points must in the end prove of real advantage to the trade of their particular territory. Not only do these exchanges promote the cause of accurate grading, but they also help the dealers of their sections to more careful and more accurate methods of conducting the business. The association of dealers in an exchange helps to promote the cause of uniform methods and practices and to establish rules and customs. The members of an exchange are properly very jealous of their market's good name, hence are ever eager to promote the cause of fair dealing. Every exchange wields an influence for better conditions in the trade.

TELEGRAM insurance, as proposed by Henry L. Goemann, and reported in the proceedings of the Ohio Grain Dealers' Association in this number, has a great deal to recommend it. About the strongest point in its favor is that it is optional with the public to avail itself of insurance. Again, the tentative character of the plan, by making the insurance cost reducible to the actual outlay in damages as shown by the wire companies' records is just as fair and square as mutual fire insurance. On the other hand, some safeguard must be provided against encouraging gross carelessness. The law now makes a distinction between gross and ordinary negligence of telegraph companies and this should be preserved if possible by charging losses due to gross carelessness against the profits of the stockholders, while ordinary negligence may be charged against the patrons in the insurance rate. Thus would the officials be driven to exercise proper supervision over the work of their employees.

PROCRASTINATION often results in the loss of valuable property. A grain elevator, together with a large flour and feed warehouse at Atlanta, Georgia, were recently destroyed on the night preceding the installation of a complete equipment of automatic sprinklers. A hot spark from a passing locomotive started the trouble and before the flames were checked the loss exceeded \$200,000.

A SPEAKER at the Ohio Grain Dealers' Meeting denounced the law of "Supply and Demand as out of date and impractical." Such ignorance in this day and age proves that Mr. Miller has been so completely blindfolded by narrow prejudice he has learned nothing from experience. The market value of every commodity always has and always will be controlled by the supply and the demand in that market.

WHEAT FUTURES for December delivery will no doubt be traded in next Thursday. Grain dealers everywhere are naturally averse to the market being thrown open in a way that will permit of foreign domination, but all are anxious that future trading be started again. It has been nearly three years since we had unrestricted trading in wheat for future delivery. The war was really over long ago and it would seem, now that we have a big crop to market, the trade will need the wheat futures for protection against the vacillations which are quite sure to occur. Europe's buying power is so centralized that it can be exercised in a way that it will be quickly felt in every market of the world. By placing the delivery month so far ahead, the Committee of Forty-Seven hopes to give dealers in wheat an opportunity to obtain protection against the fluctuations which are naturally expected. Should any unexpected difficulties arise, prompt steps will be taken to remedy the trouble.

Written Confirmations.

Written confirmations are absolutely essential to a clear understanding of the terms of verbal contracts. Both buyer and seller in their own interests, and in the interests of their future business relations, should insist upon an interchange of written confirmations of all verbal sales. In many states telephone contracts for carload grain have no standing, so the parties to such contracts are often in a dilemma because the other party to the contract can default without penalty. Where all the conditions are clearly written in a confirmation blank and a prompt interchange of this information made, each party is given an opportunity to detect misunderstandings and correct before a change in the market forbids corrections without cost.

Written confirmations are rapidly increasing in popularity and it does not seem possible that any cautious dealer will long continue to attempt to do business without using them. In the hurry of modern business, written confirmations are necessary to every merchant who would prevent his customers suffering from errors and misunderstandings as well as himself. Unconfirmed oral contracts have always produced an unnecessary crop of differences and disputes.

Financing the Crop of 1920.

Grain dealers everywhere will be deeply interested in the discussion of the financial problems accompanying the marketing of the 1920 grain crop, by the Asst. Manager of the Federal Reserve Bank and the president of the First National Bank of Minneapolis, before the Tri-State Grain Shippers Ass'n, and by Mr. Smith before the Indiana Grain Dealers Ass'n. Many other speakers at the different conventions have recently warned country elevator men against filling their houses full of grain and taking the chances of the market until cars were obtainable. As is clearly pointed out by the Federal Reserve Agent of Minneapolis, the banks have already extended credit in excess of all previous practice and much of the last crop is still back in the country. No doubt that banks propose to continue to render assistance in the marketing of the new crop, although at the same time trying to discourage needless borrowing through short term paper and high interest rates.

Some Colorado shippers are said to be giving checks for grain payable when they obtain cars, while Kansas dealers take the farmer's grain and issue certificates exchangeable for checks, on the basis of the ruling market price day shipper obtains car. Such makeshift methods are heavy with possible grief, and each farmer would be likely to suspect that his grain was being held until all other grain had been shipped.

The whole trouble is due primarily to a lack of sufficient transportation facilities to handle the greatly increased business of the country. The Government made no attempt to increase the railway facilities, little effort to keep the railroad equipment up to date, hence the three years' governmental operation of the railroads resulted in greater deterioration than is customary under private operation.

At no time have the railroads been willing to spend much time or labor in repairing cars of distant railroads not suited to their needs and which were likely to be ordered home at any time. The Northern Pacific is said to have ample equipment for handling the traffic of its section, except as to box cars, and inasmuch as few of the cars which have been allotted to it are designed for handling grain, it hesitates to expend money in repairing these cars for grain transportation. The grain carrying roads not only need more box cars, but they want their own cars returned to them, and it behooves the grain shippers of the land to insist that cars built for transporting grain be returned to the carriers of the grain surplus states.

Few elevator men of the terminal markets accept more than 25 per cent of the cars now tendered them for grain. Country shippers accept more, because they have such a poor prospect of obtaining better cars. The leaks and losses are sure to be more numerous and greater than ever, but still the shippers take the chance rather than ship nothing. Until the railroads have recovered their own equipment and have the money to purchase and time to get new equipment, grain shippers are sure to suffer and grain will continue to be delayed at country points. Hence country elevator operators must carry the grain indefinitely unless they devise some plan for holding it

for the farmers until shipped. No doubt the farmers will protest loudly if unable to receive any money on their grain, but shippers can overcome this difficulty by making liberal advances.

It is fortunate that everyone identified with the trade seems fully to recognize the great difficulty confronting the country elevator man. The railroads, the bankers, and the terminal market receivers will no doubt do everything in their power to help the country grain buyer, but he must also exercise his wits to protect his own interests. He must necessarily work on a wider margin than ever, as well as use caution in keeping well insured and handling frequently any damp grain which might get out of condition.

Freight Rates Will Be Advanced.

The Esch-Cummings Act tentatively provided that freight rates were not to be advanced until after September 1st. It does not seem likely that the Government will voluntarily shoulder the advance in wages which the Wage Labor Board is now presumed to have in store for the workmen, so the shippers will be called upon to pay it. Different estimates of the advances probable range from 15 to 55 per cent increase. Shippers who are accustomed to selling grain for September shipment are very likely to suffer an unexpected loss, unless they buy grain at a price which takes into consideration the advances in freight rates which is sure to come. Many dealers of the Southwest who are now taking in new grain are already deducting enough to allow for an increase of 25 per cent over the present freight rate.

Encouraging Production of Better Grain.

One of the best lessons brought home to the buyers attending the Indiana Ass'n meeting recently was that buyers who accepted good, bad and indifferent wheat at the same price, thereby discouraged the careful farmer who took real pride in producing choice grain, and encouraged the slack, sloppy farmer who didn't care whether he marketed weed seeds or refuse.

Country elevator operators owe it to themselves and to the conscientious growers of good grain, to discriminate more sharply against grain of inferior quality. Clean, high grade grain will surely bring a better price in the terminal markets, and if farmers are to be encouraged to bring such grain to them, then a premium must be paid for it. Farmers should not only be encouraged to grow standard varieties of grain, but they should be encouraged to improve those varieties where possible.

Through the work of the County Agent at Shelbyville, loose smut is rapidly being eradicated, and the use of inferior seed stopped. The result is that the farmers are realizing a higher yield per acre as well as a better quality of grain. Mr. East of Shelbyville, who told the Indiana Ass'n of the splendid work of his section, showed very clearly that it is possible for a county agent to confine his labors to helping the farmers to better agriculture and still keep continuously occupied.

Liability on Stored Grain.

In handling the crop of 1920 the country elevator operator is likely to have a greater burden thrust upon him unless he side-steps the responsibility. In past years the country dealer could load out grain almost at any time, and movement to the terminal market was prompt. As this capital was not tied up any great length of time and he was not paying exorbitant interest while his shipment was delayed en route the shipper could pay cash for all grain offered and take into store every wagon load offered.

Now the shipper's grain is so long delayed that all his capital is tied up and he is required to pay 8%, or more, interest on his drafts for an indefinite time.

The farmers will press the country dealer to store their grain in the elevator at times when the dealer knows he can not ship it, and when he can not get the B/L on which to obtain an advance from the bank. This friendly accommodation of the grower by the dealer will impose a liability on the dealer that he can escape in part only by contract.

Taking grain into store for others is a practice fraught with so many evils that it should be resorted to only in emergency. The shipper can not afford to clog up his grain handling facilities without making a liberal charge for storage; and if he charges for storage he assumes all the liabilities of a warehouseman.

If the grain dealer makes no charge for storage he is what is known as a "bailee without hire" and has practically no responsibility to the owner of the grain; but in some states if he mixes the grain of different owners he is by statute declared a warehouseman.

As a warehouseman the dealer becomes liable for the negligence of himself and his employees. If this negligence results in damage by water, fire or otherwise he is liable, and may purchase insurance to protect himself against the liability on grain not owned. If the grain is burned without negligence on the part of the dealer he is not liable.

To avoid litigation with farmers in case of fire it is wisest to have all the grain in the house covered by insurance. This can be done thru the policy issued by the elevator and mill mutuals, covering stock, "their own or held by them in trust or on commission or sold but not delivered, if assured is legally liable therefor."

The fact that the dealer held insurance on grain in his house not bought by him, will not, in case of fire, be considered evidence that he was the owner of the grain and therefore liable to the farmer for the purchase price. He has a right to insure against negligence.

Under the Minnesota statute of May 1, 1905, the country elevator with rail shipping connections is a warehouse and required to insure the grain that is the property of the farmer. The operator can not by contract evade the liability by the Minnesota statute.

In Iowa the fact that a storage ticket was issued and the grain mixed with other grain does not make the elevator operator liable for fire, when the dealer has no option but to return the grain or grain of like quality. When in addition, the dealer has the option of shipping out the grain the transaction becomes a sale instead of a bailment, and the dealer is liable for the value if burned.

In Indiana free storage is contrary to the Shively-Spencer Utility Commission Act, which went into effect May 1, 1913; and every person receiving grain for storage with or without compensation is deemed a warehouseman. Being a warehouseman he must comply with a long list of burdensome regulations, making it inadvisable to undertake storage for farmers.

Grain dealers who are impelled to store any grain for their farmer patrons owe it to themselves to exercise caution and to avoid assuming unnecessary responsibilities.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Recovery of Tax on Demurrage?

Grain Dealers Journal: In the Grain Dealers Journal of June 25, page 1181, appeared a ruling that demurrage was not transportation and therefore was not subject to tax. I have already paid tax on demurrage and would like to know how to recover it.—X.

Ans.: A part of the office of the Commissioner of Internal Revenue is set aside for the purpose of investigating claims for refund on taxes paid in error. The office of the commissioner has announced that it is ready to consider applications for a refund of taxes paid on demurrage. After applications have been examined and verified by the office of the commissioner they should be submitted to the Treasurer of the United States for payment.

Liability for Delay; War Tax?

Grain Dealers Journal: We sold a car of No. 3 or better yellow corn, track our station, to be shipped to Peoria, Ill. This car arrived in Peoria on June 9 grading No. 2 yellow and was ordered to the elevator the same day. It arrived at the elevator on June 26, seventeen days later and graded No. 6 on account of being musty and was applied on contract at a 6c discount. Have we a claim against anyone and if so against whom?

Also advise if the seller should pay the war tax on the freight of this car when it was purchased f. o. b. our station.—P. R. Frazier & Co., Morrison, Ia.

Ans.: Assuming that shipper can prove corn when loaded was in sufficiently sound condition to have arrived sweet after the usual time in transit he has a perfectly good claim against the railroad company for deterioration due to delay. The time taken to switch the car after arrival at Peoria is so excessive that the railroad company has not a leg to stand on.

The party who pays the freight should pay the war tax. Ordinarily on a sale f. o. b. country station the buyer would pay the freight and the war tax; but if by agreement, custom or rule of an exchange the seller pays the freight he also pays the war tax.

Shipper Entitled to Cheapest Route?

Grain Dealers Journal: We were charged the higher rate of freight from two given points owing to the fact that the railway agent routed the shipment via the route taking the higher rate of freight.

On Feb. 2, 1920, we loaded a carload of wheat at Ashland, Ohio, on the L. A. & S. Ry. and ordered same shipped to Murphy, N. C. We specified no routing on the B/L.

There are two routes from Ashland, O., to Murphy, N. C., one via Lynchburg, Va., and the Southern Ry. and one via Cincinnati and the Southern Ry. The rate on grain, car loads, from Ashland, O., to Murphy, N. C., when shipped via Lynchburg is 62c per 100 lbs., and when shipped via Cincinnati is 43½c or 42c.

The agent of the L. A. & S. Ry. at Ashland shipped the car via Lynchburg and as a result the carrier is asking us to protect a rate of 62c per 100 lbs.

Is it not a fact that where no routing is specified on a shipment that the carriers are obligated to ship the cheapest route?—Lexington Elevator & Mill Co., Lexington, O.

Ans.: When no route is specified it is well settled that the shipper is entitled to the lowest rate. An overcharge due to misrouting comes under the jurisdiction of the Interstate Commerce Commission, which on application by the carrier will grant permission to make reparation.

Is Carrier Liable On Clear Record Claim?

Grain Dealers Journal: Is there any litigation in process at this time between shipper and railroad company involving a loss of grain under a clear record car.

We have been unable to collect claims against several railroads on which the documents showed no evidence of leakage and we are contemplating filing suit to recover amount of wheat lost from a number of cars.

Has the Journal any knowledge of any such case being in court or having been decided by a court recently?—Bernet, Craft & Kaufman Milling Co., St. Louis, Mo.

Ans.: There is no decision of the courts where the railroad company was able to defeat a shipper's claim because it had a clear record.

Clear record is only one of the facts considered by the courts, and clear record evidence is always wiped out completely when a shipper proves how much grain he actually loaded into the car.

For cases in which the railroads paid clear record claims see the Grain Dealers Journal, page 1205 of June 25, and page 989 of May 25 number.

Storing Wheat in Illinois?

Grain Dealers Journal: A number of our customers are wanting to store their wheat for an indefinite time and we would be pleased if you will advise us the law in regard to storing same. Advise if we are required to secure license for this purpose, also about the grading of wheat, do we have to keep each grade of wheat separate?—Farmers' Elevator & Merc. Co., Winchester, Ill.

Ans.: By order of the Illinois State Public Utilities Commission dated July 2, 1914, all warehousemen of classes A, B and C are subject to its control. They must comply with a multiplicity of burdensome regulations.

Under this ruling and order every grain dealer in Illinois who charges storage or mixes the grain of different owners must file with the Commission a schedule of his rates and terms of storage.

Having so made himself a public warehouseman the elevator operator can not discriminate but must store for all alike.

Before engaging in the warehousing business the elevator operator is required to apply to the Commission for a certificate of public convenience and necessity.

Each grade and kind of grain must be kept separate.

Liability for Delay in Transit?

Grain Dealers Journal: We had a car of oats to ship and had to wait a week for a car. After a car did arrive and was loaded it stood on track at our elevator for 48 hours after it was billed out. The car was not moved until we appealed to the division supervisor. Because of this 48 hour delay we lost 6 cents per bushel on this load. Have we any ground for claim against the railway.—E. Bartell.

Ans.: The railroad company is liable for unreasonable delay. Whether 48 hours was an unreasonable time to hold the car after billing must be considered in the light of custom at that station, the frequency of freight trains passing thru that might have picked up the car, and the notice given by shipper that car required expeditious movement to deliver on a certain contract. If one or more freights in the right direction passed thru without taking along the car it is plain case of negligence and the carrier is liable.

But if the shipper is doing business with a member of the Grain Dealers National, or an affiliated ass'n, he is not concerned with the delay, because under the trade rules of the National Ass'n the shipper has "loaded and shipped" the car when he has given the station agent complete billing instructions. This is true even though the billing instructions are given late one day and the agent does not make out the bill until next day, under date of the following day.

THE CEREAL ENFORCEMENT DIVISION of the United States Food Administration was permanently closed on June 30 reports Alfred Brandeis, former chief of that department. The office had been kept open during June to handle any unfinished correspondence or other business.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

How Hot Corn Was Handled at Milwaukee.

Grain Dealers Journal: In your issue of May 25th was printed under the caption "When is Sale Closed?" a letter from Sergeant Bluff Farmers Elevator Co., Sergeant Bluff, Iowa, which has just come to my attention. This letter has reference to a shipment of a carload of corn to Milwaukee, and contains charges of so serious a nature and criticisms so manifestly made without any knowledge of the subject, that I feel the interests of the Milwaukee market demand that a reply be made. I have therefore had a thorough investigation made of the circumstances connected with the case referred to.

Your correspondent's letter read as follows:

"Grain Dealers Journal: On March 30 we shipped to Milwaukee car 51138 Penna., loaded with yellow corn, which on arrival graded No. 4 yellow. It was sold as No. 3 yellow, with a specified discount of 3c for No. 4. I have not the exact date of arrival, but on account of strike it was not unloaded till April 27, when it graded sample yellow, hot.

"Buyer refused to accept it on contract, so I instructed commission firm to buy in a car of three yellow to fill contract, and sell this car. The firm sold this car, after it was supposed to have been conditioned, at \$1.60½, Milwaukee. It was reloaded into car 51138 Omaha, and was not unloaded at final destination until May 8, when the corn was again found to be hot, and the final buyer of it refused to accept it except at a discount of 40c or \$1.20½ per bushel.

"Now in the first place, this rule in Milwaukee of allowing unlimited time after first inspection for reinspection seems to me to be designed to keep shippers away from this market. It certainly is very unfair to the shipper, tho it certainly is a fine buyer's market. Then it seems to me that this car could not have been conditioned properly, or it would never have heated again. We paid a good round sum for this conditioning, and I doubt if it was ever touched.

"Then in the third place, it seems to me that it was a plain case of breach of contract on the part of the final buyer of this corn. He bought it outright at \$1.60½, and then cut his price the 40c. Do you call that a square deal?"

This car arrived on Apr. 12th to apply on a sale of No. 3 yellow corn, with a specified discount for No. 4 yellow of 3c per bushel. The corn inspected No. 4 yellow corn, moisture 19%, test weight 54½ lbs., with the notation "Tough." It was ordered switched to a local milling plant on that day.

It arrived at this plant for unloading on April 24th and was found to be in heating condition on reinspection, and the grade was changed to Sample Grade Yellow Corn, moisture 22%, test weight 52½ lbs., notation "One-half heating."

The mill rejected the car, having no drier and not being able to use corn of this quality, and demanded and received a car to take the place of it, and on instructions from the shipper the local commission man ordered this car to an elevator to be cooled. It happens that there is an elevator adjacent to the milling plant which is not equipped with a drier, and the commission man evidently felt that because of the fact that it could be promptly delivered to this elevator that it would be better to have it cooled there than to attempt to get it to one of the other plants having a drier. This elevator not having a drier or cooler could only elevate and run this corn, and as there was practically no shrinkage in weight there could have been no shrinkage in moisture to speak of, in fact, the original inspection showed 19%, and while the reinspection of the heating corn showed 22%, the reloading showed Sample Grade Corn 19%

moisture, and 4% of heat damaged corn.

The corn after cooling was reloaded on Apr. 28th and was resold on April 29th by sample as Sample Grade Yellow Corn, 4% heat damaged, and the sample at the time of purchase showed it to be cool. It did not reach point of unloading until May 7th, on which date it was reinspected and found to be just as hot as it could be, and the buyer very properly refused to accept it except at the difference prevailing at that time between corn such as he bought and corn such as was delivered at the elevator. There was a great deal of hot corn in this market at that time and the difference in value was easily established by actual sales here from day to day.

Your correspondent makes three charges: first, that the rule of the Milwaukee market which says that in case a car of corn is found to be out of condition upon arrival at the buyer's plant, he may call reinspection is unfair to the shipper, "although it is a fine buyer's market."

Second, that the corn was not conditioned properly, and probably "never touched"; and

Third, that the buyer was guilty of breach of contract in demanding a further discount when the car arrived at his plant and was found to be again hot.

The rules of the various Exchanges governing final acceptance or conditions under which reinspection may be called, usually reflect the conditions prevailing in that market.

At Milwaukee most of the grain sold for local delivery is unloaded on the tracks of the railroad over which it was received. The remaining small percentage requires but one simple switching operation, and the switching movement from the Inspection Yards to the various plants is therefore very much less involved than it is in any of the other terminal markets.

The question of whether a buyer or seller shall assume the risk of possible deterioration in quality or grade between date of original inspection and delivery at buyer's plant must be definitely provided for in the rules and customs of any market, and as stated above, these rules and customs undoubtedly reflect conditions existing in the various markets. If the buyer is to assume this risk he certainly will calculate to the best of his ability what the deterioration is likely to be, depending upon the season of the year, the quality of the grain and the state of the switching service, and make his purchase at a price which will safely cover these hazards.

If, on the other hand, this risk is assumed by the seller the commission man will demand and receive the full prevailing market price for the grade and sample covered by first inspection, and will have to allow a proper discount if there is any deterioration in quality by the time the car has reached the unloading point. There is therefore nothing unfair about this rule to the shipper. On the contrary, it is my opinion that in the long run the shipper profits very considerably as a result of this method of handling at Milwaukee.

It would not be sensible to argue that in the markets where the rules provide for final acceptance or reinspection on date following purchase that the buyer will not calculate this hazard and make his purchases accordingly, and while he may occasionally make an error in judgment I have confidence enough in the ability and judgment of the average buyers in terminal markets to believe that they will in the long run fully cover any additional hazard which they may assume in making their purchases.

Commission merchants are always very zealous in protecting the interests of country shippers. The influence of the commission merchants politically in the Milwaukee market has always been stronger than that of the buyers, and it is obvious that they must have considered that in the long run the country shipper benefited by the present rule, or it would not be in effect.

The only criticism that can fairly be offered as to the manner in which this car was handled, is that it was certainly an error in judgment, under the conditions prevailing at that time, to attempt to have this car put into condition without a thorough drying.

At the time this car was handled the Milwaukee terminals were in a fearful state of congestion and disorder owing to the strike of switchmen. It was impossible to figure on anything like ordinary switching service between the Inspection Yards and between various plants in this terminal. It was the very worst season of the year for corn to get out of condition. Nobody should expect that corn cooled in this manner and not dried would carry at that time of the year long enough to make delivery at any plant in this terminal with switching conditions as they were, and the assertion that it should "never have heated again," is not borne out by the experience of those familiar with the handling of hot corn.

So far as the shipper's charge that the final buyer was guilty of breach of contract is concerned, I cannot see any basis for it whatever. On the other hand it might be said that the default was on the part of the seller, in that he failed to deliver what he sold under the rules of the Chamber of Commerce.

Hot corn is one of the chief sources of difficulty in the grain trade. The losses resulting when corn gets out of condition are usually very heavy, and perhaps a shipper may be pardoned if his judgment is slightly warped after taking a loss on one car which probably represents more than his profit on a great many cars. The investigation of the handling of this car develops the fact that it was handled in every way in accordance with the rules.

I note that the shipper of this car of corn has written a second letter, which appears in your issue of June 25th, and it is apparent that he now realizes where to place the blame for his unfortunate experience.

I venture the assertion that in no grain market in the United States is the interest of the country shipper better safeguarded by the rules and customs of the market than is the case at Milwaukee, and am convinced that not even the shipper quoted above, who makes so serious a charge against the Milwaukee market, would want anything else than a fair deal. —Yours very truly, H. M. Stratton, President Chamber of Commerce, Milwaukee, Wis.

Lincoln Plan of Federal Grades.

Grain Dealers Journal: As at present followed federal inspection falls far short of being a statement of quality of the grain the certificate covers. If it does not declare the quality with reasonable accuracy what good purpose does it serve?

Federal inspection needs revision and we believe the "Lincoln Plan" solves the riddle.

According to federal inspection a car of corn testing 17.6 per cent of moisture is No. 4 corn any time during the year and regardless of the fact that the corn may be 100 per cent pure, sound and true to color.

The Lincoln plan in many cases establishes a higher grade than the federal plan. In such cases country shippers would be benefited and saved from penalty. In other cases where a shipment is of exceedingly poor quality but does not exceed the limit of tolerance for any one defect, the Lincoln plan would give a lower grade, and in such cases the miller or grain operator at the terminal market would receive the benefit. But in each and every case the inspection and intrinsic value of the grain would be nearly parallel as possible.

The following example will illustrate the difference between the federal system of inspection and the Lincoln system approved by the exchange:

Car 43,860 containing white corn showed yellow grains 2 per cent; test weight 56 pounds to the bushel; impurity 4.1 per cent; total damage 2 per cent; moisture 13 per cent. Un-

der federal inspection this car would have graded as No. 4 white corn because it exceeded the 4 per cent tolerance for impurity. Under the Lincoln plan this shipment would carry one demerit for color, 8 demerits for impurity, a total of 9 demerits which would fix the grade as No. 2 white corn. In this instance the Lincoln system benefits country shippers.

We feel that every trade journal and every grain exchange in the country should boost for the Lincoln Plan.—M. T. Cummings Grain Co., Lincoln, Neb.

Poor Service Hits Shipper Coming and Going.

Grain Dealers Journal: We received a combination truck and wagon dump on May 22, 1920. A pulley was missing from the shipment and our dump can not be installed until a new pulley arrives. On June 10, eighteen days ago, another pulley was shipped to us from the factory. We are hoping that it arrives before the government has to take the railways back.—Coulson & Mayor, La Harpe, Ill.

Bread Needs of France and England as Viewed by a Hoosier Dealer.

Grain Dealers Journal: In my recent visit abroad, I observed that the French people, the greatest consumers of wheat per capita of any nation, were using dark bread made from a mixture containing inferior flour. They not only know how to economize but also how to produce to the limit. It was amazing to note that practically every available piece of vacant ground was being cultivated, the women working with the men in the fields and all the principal food crops were apparently in excellent condition. The greatest consumption per capita of wheat is as follows: France, 8.80; Belgium, 8.20; U. S., 6.31, and United Kingdom, 6.17 bus. per year.

The estimate of the 1920 wheat crop in France is 296 million as compared with prewar yields of 333 million bus. in 1912, 323 million bus. in 1913, and 283 million bus. in 1914.

Altho the estimated yield of the present crop is below the average of prewar yields, yet with the big decrease in its population, France will perhaps have about enough wheat to supply its own needs.

The United Kingdom is perhaps awakening to the fact that its vast areas which have been neglected can be used to greater advantage by cultivation but the people are slow to act. Necessity may in time bring about an improvement, altho it will not be noticeable this year. The British government is considering legislation which will guarantee to the farmer the price being paid for wheat imported from other countries. We will no doubt find a ready market in Europe for all our available surplus of wheat of this crop, but as years roll by, the people of Europe will in my opinion become greater producers and consequently have less need for our wheat. Very truly, Bert A. Boyd, Indianapolis, Ind.

"SELECT SEED CORN for two years and have it thoroly dry before freezing begins" is the advice of the Ohio Experiment Station.

CANADIAN farmers will receive about 50% of the excess due them on Canada wheat board certificates about July 15, according to a statement by Sir George Foster. It is estimated that this excess above the original price will be approximately 40c per bu.

EXTENSIVE experiments on early maturing barley and other small grain crops are being made at the northern auxiliary of the Swedish Experiment Station. It is the desire of this station to get a small grain which will mature in northern Sweden before the early frost sets in.

Federal Commission Hearing on Grain Trade.

The Federal Trade Commission, which has been investigating the high cost of foodstuffs since July, 1917, and issuing reports from time to time, held a general hearing on June 18. This meeting was attended by representatives from important grain exchanges and from farmers' organizations. The Department of Agriculture was also represented.

The hearing was called under Section 6 of the Trade Commission Act, the Commission desiring to have the opinions of all factors connected with the grain trade to use in issuing its next report. Subjects discussed included: Competition of Private Wire Houses with Regular Commission Men; Future Trading and Suggestions and Recommendations for Improvement in the Present System; Speculation of a Broker Who at the Same Time Advises Customers Regarding Their Speculative Ventures; Grading of Grain and the Practices of Mixing and Conditioning Grain at Terminal Elevators.

Various suggestions were offered by those in attendance at the hearing. One had to do with the regulation of future trading and the elimination of speculation as far as consistent with the continuation of a hedging market.

The farmers' organizations asked for greater openness and publicity regarding the transactions of exchanges. The representatives of these organizations claimed that the farmers' distrust of the exchanges was due to the secrecy with which the exchange operations are conducted. One representative of a co-operative industry urged the extension of the co-operative principle in the operation and management of elevator and terminal facilities in the grain industry.

The forthcoming report of the Commission will contain these and other matters and the conclusions reached by the Commission.

Station Buyers Gather at Enid, Okla.

An enjoyable get-together meeting of the buyers employed at country stations was held at Enid, Okla., June 26, by the W. M. Randels Grain Co., Choctaw Grain Co., Canadian Mill & Elevator Co., and Enid Milling Co.

The afternoon was taken up by each company assembling its own men and discussing matters pertaining to the business of the year and giving instructions.

In the evening all attended a banquet, at which were present all of the local grain dealers in Enid, besides Mr. Maney of Oklahoma City; C. F. Prouty, sec'y of the Oklahoma Grain Dealers ass'n, and Geo. Cassidy of Tonkawa.

Among the speakers were Prof. L. A. Fitz of Manhattan, Kan., of the state agricultural college; D. T. Meeks, county agent; and Mr. Dittmer of the Enid Milling Co., who made a talk that held every man spellbound. Prof. Fitz spoke along the line of better wheat. The Boys' Club movement was the topic chosen by Mr. Meeks, who has a large number of these clubs in the county, with whom the elevators are co-operating by furnishing the boys seed wheat.

A profitable time was had. The good feeling developed justifies Mr. Randels' belief that meetings of this kind bring the managements closer together with the employees and that nothing but good can come of them.

WHEAT is almost a total failure in western Sicily this year. The severe drought has cut the crop at least two-thirds. What wheat is being cut is of poor quality. The present policy of the government of importing large quantities of wheat and then selling it to keep the population from starving will probably have to be continued this year. A shortage in the wheat crop is serious in this country for macaroni and bread are the main articles of diet of the Sicilians.—From a report of Vice Consul Cecil Cross, Palermo, Italy.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

A., T. & S. F. 31051 passed thru Palestine, Tex., on July 7 on I. & G. N. train No. 55 south bound, leaking a stream of wheat from one of the doors. As train was leaving the city, we had no opportunity of calling attention of the train crew to it.—A. O. Keller, pres. Palestine Grain Co.

D. L. & W. 31924 passed thru Brooks, Minn., July 6 going toward Minneapolis, leaking rye near the door between the siding and sill. I nailed siding as well as I could for the time and stopped the leak.—Geo. A. Zea, mgr. Farmers Co-op. Elevator Co.

B. & M. 40613 on I. & G. N. train No. 55 passed thru Grapeland, Tex., on July 2 leaking wheat freely at one door post. Reported by one of our salesmen who did not have time to inform the train crew as the train was pulling out.—A. O. Keller, pres. Palestine Grain Co.

M. P. 20373 passed thru Hooper, Neb., going east, leaking oats badly at corner.—H.

N. Y. C. 229461 passed thru Holyoke, Colo., on June 25 leaking wheat at the corner of the car.—Paul Reimer, mgr. Reimer Smith Grain Co.

C. N. J. 36255 passed thru Swanton, Ind., on June 25 leaking white corn quite freely at one end and at the side of car. Had no chance to repair.—J. W. Geary, mgr. W. B. Foresman Grain Co.

C. R. I. & P. 38170 passed thru Prairie City, Ia., on June 24 leaking yellow corn at the side door.—George S. Vanderzyl.

L. V. 63390 was on B. & O. side track at Hampden, O., leaking wheat. Agent informed me that the load had been transferred from Pennsylvania 73269 and that it would have to be transferred again. Car had been at Hampden for a week and was from E. St. Louis, Ill., going to Baltimore, Md.

C. & N. W. 112918 passed thru Fordyce, Neb., on June 22 badly leaking corn thru a broken post. About 5 bus. leaked out in yards. Car was patched some by crew and pulled out.—J. C. Fleming, McCaull-Webster Elevator Co.

N. P. 48109 passed thru Pocahontas, Ia., on June 18 leaking corn thru siding beside the doorpost. Car was patched as well as possible while here.—R. H. Patterson, sec'y-treas., Pocahontas Grain Co.

N. & W. 62561 passed thru Havelock, Ia., on June 15, leaking oats at one end. I did not have time to fix it as train only stopped a few minutes.—J. L. Miller, mgr., Farmers Coal & Grain Co.

C. P. R. 215181 passed thru Eden, Ill., going east on June 14 badly leaking corn at the upper corner.—H. F. Turner.

Amarillo Grain Exchange Organized.

Grain dealers from Amarillo and nearby points organized the Amarillo Grain Exchange on Saturday evening, June 26.

Officers chosen for the coming year were pres. J. N. Beasley, Amarillo; vice-pres. E. W. Harrison, Hereford; sec'y-treas. Allen Early, Amarillo; and directors, E. Humphreys, Amarillo and L. C. McMurtry, Pampa.

Coming Conventions.

July 13, 14, 15. National Hay Ass'n at Cincinnati, O.

July 27.—Michigan Hay & Grain Ass'n at Battle Creek, Mich.

Aug. 3, 4. Northwestern Grain Dealers Ass'n at Bozeman, Mont.

Oct. 11, 12 and 13. Grain Dealers National Ass'n at Minneapolis, Minn.

Jan. 25, 26, 27. Farmers Grain Dealers Ass'n of Iowa at Fort Dodge, Ia.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome. Let us hear from you.

CALIFORNIA.

Modesto, Calif., June 28.—Barley crop about 80% of last year's crop, but average quality is not so good as last year on account of light weight. The bean crop is estimated at about 60% of last year's crop, taking all varieties into consideration. The blackeyes and kidneys of 1919 crop all cleaned up. Large whites are also nearly cleaned up, only stock left being small whites.—P. S. Bomberger, Bomberger Bean and Grain Co.

CANADA.

Gadsby, Alberta, July 2.—Owing to a very wet, cold, spring, the crop was from three to five weeks late in being planted. We have had an abundance of moisture, and are having hot weather now, so that with a continuance of favorable conditions, another bumper crop may be expected from this section of the country.—Ray S. Drake, Gadsby Farmers Elvtr. Cd.

ILLINOIS.

Peters (Edwardsville p. o.), Ill., July 1.—About two-thirds of a wheat crop around here.—W. P. Lee, sec'y Progressive Co-op Grain & Feed Co.

New Canton, Ill., July 1.—Wheat cutting about half done. Excellent berry, but thin on ground. Corn looks bad, need rain. Hay the best ever.—Heidloff & Rose.

Tomlinson Siding, (Rantoul p. o.), Ill., July 5.—Corn looks fine; too dry for oats, will be about half a crop; wheat fair, some fly, cutting will start next week.—Tomlinson Co-op. Grain Co.

Hanna City, Ill., June 26.—Corn is looking good. Oats need rain badly and will be of short straw.—B. F. Holt, Mgr. Hanna City Farmers Elevator Co.

Chicago, Ill., July 3.—Effects of the late spring are not yet overcome. More growing weather needed. Conditions in the wheat belt improving and disappointing outside of the belt. Corn is still late and needs continuous hot days and nights. Crop is very clean. Considerable oats is of short straw.—American Steel & Wire Co.

Adair, Ill., July 2.—Rains of the past week have insured us a fine crop of wheat and oats; has benefited the growing corn to such an extent that farmers in this vicinity claim that the largest percent of the corn is fully as far advanced as last year this date. Oats look good for 50 to 70 bus. per acre and winter wheat will make an average crop or better.—De Forest Bros. & Co.

Chicago, Ill., July 10.—The condition of corn good to extra good in the corn belt. Crop clean and growing rapidly. In places in Texas crop almost made. Harvesting of winter wheat well started. Crop good in Kansas and Nebraska, and these states together have 28% of the total winter wheat acreage of the country; crop not satisfactory in other states. Condition of spring wheat excellent. Oats have labored under the handicap of having been seeded too late, but favorable weather conditions have helped crop. Condition is fair to good. This year's straw will be short. Crop is being harvested as far north as Kansas and Nebraska.—American Steel & Wire Co.

Springfield, Ill., July 7.—During the past week light to moderately heavy showers fell in most areas, but the distribution was local. Corn made excellent progress and is well cultivated in the northern and central counties. Much has been laid by. It has made good progress in the southern counties where there has been rain, but rather poor progress in dry areas. Chinch bugs are causing damage in many southern areas. Winter wheat is being cut in the central part of the state. In the south the harvest is mostly completed and threshing has begun. Oats are short. This crop needs rain in the north. Is ripening in parts of the north, and cutting has begun in the south.—Clarence J. Root, Meteorologist.

Chicago, Ill., July 2.—The wheat out turn will be well above 500,000,000 bushels. In the northwest, spring wheat condition. The temperatures have not been very high in that region

thus far, and as in 1915, the region may escape the rust, and harvest a crop in excess of 300,000,000 bushels. The oats crop was late in planting, and following the seasonable law it has been going to the maturity stage is a less vigorous growth than usual. The result is a lowering of the condition. Corn planting was completed, but not with as large an acreage as expected. Condition is average, and the plant is around three weeks late. Our correspondents give the average condition of winter wheat at 79.2, which is two points below our condition of last month and a point above the government condition, the latter report last month being made as of a later date than ours, reflected the development of the Hessian fly. There has been little extension of the fly trouble, though the extent of the spring brood damage is rarely ascertained until the harvest is completed. The acreage and condition suggests a crop promise of 512,000,000 versus government indication of 504,000,000 last month and a final crop of 732,000,000 last year. Spring wheat condition showed a slight gain in the month, which is unusual, the average condition being 89.4 versus a government of 89.1 last month. Condition and acreage indicating 296,000,000 bushels versus 276,000,000 last month, and 209,000,000 harvested last year. Combined spring and winter wheat promise is 809,000,000 bushels, comparing with a final of 941,000,000 last year. Oats condition is reported at 85.2 versus 87.8 last month, the decline being in the central states of large acreage, and due to the late planting which is followed by the leading out of the plant on a short stalk, and usually means a reduced yield.—P. S. Goodman, of Clement, Curtis & Co.

INDIANA.

Ambia, Ind., June 26.—Crop prospects not so good. Corn is 2 to 3 weeks behind. Oats are heading very short. Need rain badly.—J. M. Heinen, mgr. Ambia Grain Co.

Avery, Ind., June 30.—Wheat acreage 60% of last year; condition 70% of last year. Corn acreage 115% of last year; condition good but late. Oats acreage 110% of last year; condition 80%.—C. E. Hornbeck.

Silverwood, Ind., June 30.—Wheat harvest is at hand with a very poor prospect, about 50 per cent. Oats will be short, as they need moisture. Corn looks well, but needs rain. We are in a very dry locality.—D. P. Williams, Agt. National Elevators.

Honey Creek, Ind., June 28.—Not much wheat will be cut here before next week. Wheat looks fairly good, but small acreage, perhaps one-third. Oats are short yet. Will have to have more rains to make a good crop. Corn is doing fine. If there is plenty of rain from now on, there will be a good crop.—W. F. Sanders.

IOWA.

Schaller, Ia., June 27.—Small grain does not look any too good. Corn is almost two weeks behind owing to the cold weather. Oats are quite short.—E. B. Harris, mgr. Schaller Grain Co.

Long Grove, Ia., July 8.—Small grain prospects have improved the past two weeks, having had a bountiful supply of moisture and cool weather. All grains are well filled. Corn is as far along compared with last year and promises a record yield. All fields show a good stand, and are free from weeds. Some corn tasseling now. Corn acreage about 20% larger than last year. Hay is a short crop and some will have to be shipped in.—E. H. Anchutz, Merchants Elevator Co.

Des Moines, Ia., July 6.—Corn has made wonderful progress, due to rainfall and temperature being above normal. Much has been laid by. Much is growing so rapidly that by end of the present rainy period, it will be too large to cultivate and lay by in the usual manner. Scattered reports of tasseling. In Hardin county prospects are the best in twenty-five years. As a whole crop is up to normal at this date, the unusually variable in stage of development over state. South three sections are still backward; but are catching up. Winter wheat harvest soon will be general. Cutting began in one county July 3. Good yield is the indication. Spring wheat is turning color in places; but is unusually variable in development and stand. In general promises a yield below average. Oats headed on short straw, and earliest are beginning to ripen. Barley is turning and will be ready to cut in a week.—Charles D. Reed, Meteorologist and Director.

KANSAS.

Reading, Kan., June 26.—Wheat in excellent condition.—C. W. Morris, Morris Lumber Co.

Hartford, Kan., June 26.—We are harvesting now and wheat is in fine shape.—O'Connor & Co.

Oak Hill, Kan., July 5.—Wheat estimated at 16 bus; good quality. Corn looking fine but backward. Alfalfa short crop.—S. R. Hutcherson, Farmers Co-op. Merc. Co.

Menlo, Kan., June 30.—Harvest is just commencing here, with a promise of a yield equal to that of last year, but of better quality.—Menlo Farmers Union Co-op. Ass'n.

Topeka, Kan., July 2.—Rather heavy rains have delayed the threshing of the new crop a few days and from present indications we may get more rain. Kansas has produced a big crop of new wheat if it can be saved. Believe that mills everywhere will be in the market for all the surplus we can offer.—C. W. Hoyt, mgr. grain dept., Kaw Milling Co.

Chicago, Ill., July 1.—Reports still indicate a conservative estimate of the Kansas wheat crop is about 110,000,000 bushels. In the Northern and Northwestern portions of the state wheat harvesting is in full swing, and should be completed in a week. Very little damage has been done in the extreme Western section by dry weather. Corn is somewhat backward, but in very good shape, and fields are clean of weeds. A good crop of oats is being harvested. Other small grains are in good condition. In Southern and Southeastern Kansas wheat harvesting nearly completed. Frequent rains did not seriously delay work. No labor shortage reported. Prospects good for a heavy yield, and of good quality. Oats are practically all cut, and some have been threshed, with the quality above normal. Corn is in very good shape, and fields are clean of weeds. Plenty of moisture in the ground to make good growth.—S. H. Johnson, V. P. C. R. I. & P.

MICHIGAN.

Birch Run, Mich., June 25.—Grain crops in this locality are looking very good at present.—Chas. Wolohan.

MINNESOTA.

Brooks, Minn., July 7.—Wheat and oats look good.—C. D. Hall.

Granville, Minn., July 7.—Expect 50% better crops than in 1919, as things look fine.—J. P. Olson.

Beaver Creek, Minn., July 8.—Flax acreage has been decreased in this locality this year.—John Blakely.

Princeton, Minn., June 27.—Crops look very good so far.—P. J. Wilken, mgr. St. Anthony & Dakota Elevator Co.

Beaver Creek, Minn., July 7.—Crops are much better than 1919. Some of grain is just beginning to head.—John Blakely.

Claremont, Minn., July 7.—Crops look good. Corn is fine. We expect a fair crop.—D. A. Duncan, Duncan & Kidder Grain Co.

Seaforth, Minn., June 29.—The new crop is looking good. There is more corn acreage than usual by 20%.—Farmers Grain & Fuel Co.

Dale, Minn., July 6.—Crops look good now and will be much better than last year if we have no damage from smuts.—J. N. Olson.

Albert Lea, Minn., June 25.—All crops in this territory are about the best we ever had at this time of the year.—Speltz Grain & Coal Co.

Dunnell, Minn., July 7.—Acreage in this locality about equally divided between corn and oats. Corn has a fine stand.—E. G. Mathwig.

Appleton, Minn., July 7.—We have had a little too much rain in this locality. If we have much more, grain will rust and not fill out properly.—John Hagen.

Le Sueur, Minn., July 1.—Crops are all looking fine. Rye will be a big crop and is turning already. Wheat is looking fine and needs dry cool weather. Corn is looking fine and farmers are plowing it for the last time.—Wierwill Bros.

Minneapolis, Minn., July 7.—We have had variable weather the past week thruout the Northwest. There have been very heavy rains in Eastern and Central South Dakota and Southern Minnesota, where the crops have been severely damaged by water. There are, however, spots in Northern Minnesota, Western North Dakota and Eastern Montana that need more moisture, but are not suffering. There have been some very heavy wind storms in South Dakota in the territory around Aberdeen and south of there, but probably much of the grain blown down will come up again. The rust situation is now attracting the attention of those interested in the crop. Red rust is very evident in Southern Minnesota and the Eastern

half of South Dakota. In a few isolated cases, evidence of black rust has appeared in the Southern half of Minnesota, but we believe that no damage has as yet been done. The weather during the past two or three days has been cool with good winds, which will hold back the development of rust. We have not heard of any cases of black rust in South Dakota, North Dakota, Montana or Northern Minnesota. Wheat is doing especially well in places where there has not been too much moisture. This applies especially to North Dakota, Western South Dakota and Montana, except the eastern edge. Barley and Oats as a rule have a fine heavy growth, but are likely to lodge should we have heavy winds. Corn is backward in spots, due to the cool weather and rain, and many fields show lack of cultivation. The condition of corn as a whole is satisfactory, especially in the Southern territory.—Van Dusen-Harrington Co.

Foxhome, Minn., July 8.—Crops look good here and also north and south of here. Where the ground is low there is a possibility of rust. Where it is high there is no sign of rust.—Geo. Tubbs, agt. Canton Grain Co.

MISSOURI.

La Grange, Mo., July 1.—Oats are an average crop. Corn is from 2 ft. to waist high.—La Grange Elevator Co.

Dunlop, Mo., July 1.—Corn looks fine, but is beginning to need rain. Most fields are clean, and the soil is in fine condition. Rain will produce a bumper corn crop. Wheat looks poor. Dry weather at ripening time has kept it from filling properly. We do not expect more than 12 bus. per acre. Will be a good crop.—Stanley Walker.

MONTANA.

Lewiston, Mont., June 27.—Crop conditions in Central Montana are excellent. Five inches of rainfall so far this month. Weather ideal for rapid growth. This section will produce the largest crop since 1915, and should come very close to the production of that year. The bulk of our acreage is spring wheat. There is also a good acreage of winter rye and oats.—P. F. Brown, P. F. Brown Grain Co.

NEBASKA.

Wauneta, Neb., July 1.—The crops here are looking good, and with the recent rain we had, there is good prospect of a bumper crop.—H. F. Hoff, mgr., Wauneta Equity Mercantile Exchange.

Ashton, Neb., July 1.—Small acreage of wheat of this stand. Corn acreage is 15% more than that of last year. Crop is about three weeks late. Oat acreage is normal and is heading short.—Farmers Co-op. Grain & Supply Co.

Holmesville, Neb., July 1.—Wheat, 110%; oats 125%; and corn, 100%. Oats and wheat threshing begin the last of this week. Corn is a little backward; but is clean and of good quality.—Geo. Hunkle, mgr., Holmesville Farmers Elevator Co.

Sidney, Neb., June 28.—Crops are fine in this locality. Have had plenty of rain and plenty of cool weather the past two weeks. Many think we will have a better grade of wheat than ever before.—H. F. Freytag, mgr. Trans.-Mississippi Grain Co.

Surprise, Neb., June 26.—Wheat looks fine. We will harvest about July 4. Estimated yield will be about 20 bus. to the acre. Oats will be a short crop but of good quality. Corn is doing well but needs rain soon.—E. M. Brown, mgr. Farmers Co-op. Grain Co.

Omaha, Neb., July 6.—Corn crop is late in both Nebraska and Iowa, but recent rains have put it in splendid condition. The Southern half of both Iowa and Nebraska recently received timely rains which helped corn and oats and the prospects are now good for those grains. Wheat acreage is less this year than for many years. Cutting has commenced, and with favorable weather thru the harvest a fair crop of high grade wheat is in sight.—J. H. Smythe.

NORTH DAKOTA.

Langdon, N. D.—Crops look good at this time.—W. H. Goozee, agt. St. Anthony & Dakota Elevator Co.

Newburg, N. D., July 6.—Have been troubled with a few grasshoppers, but expect 100% better crops than in 1919.—M. Teigen.

OHIO.

Hoytville, O., July 1.—Crops are backward, especially corn. Oats are coming fine.—S. Leatherman.

Rosburg, O., July 1.—Prospects for wheat crop very slim. Oats are fair and there are chances for a bumper crop.—L. E. Burns, mgr. Daniel Burns & Co.

Lancaster, O., July 1.—Wheat is thin on the ground. Cannot make more than about half a crop. Too much rain now. Need a couple of weeks of dry weather. Hay harvest has started. Wheat harvest will begin this coming week. Old corn plenty. Corn higher than profitable to feed present priced hogs.—Graham Milling Co.

OKLAHOMA.

Blue Jacket, Okla., June 26.—Crops only fair but quality will be good.—E. R. Russell, Russell Grain Co.

Frederick, Okla., June 15.—We will have the best wheat crop we have ever had.—A. D. Winsor.

Davidson, Okla., July 7.—Elevators are all filled to their capacity and no grain cars are available.—Campbell Grain Co.

Buffalo, Okla., June 28.—Cloudy all week and rained some every day this week; wheat filling in good.—H. L. Street, mgr. L. O. Street & Co.

El Reno, Okla., July 3.—Wheat is making from 16 to 28 bus. per acre and is testing up to 63 lbs. in this vicinity.—P. N. Kroeker, Farmers Mill & Grain Co.

Paoli, Okla., July 3.—Do not have much small grain here; what wheat and oats we have is, good quality. Corn and cotton look fine; have a fine prospect for good crop.—S. Dulin.

Shattuck, Okla., July 2.—The wheat harvest is nearing completion here. The quality of the wheat will be the best in several years in this part of the country. Threshing starts about July 5.—R. L. Crump, agt., Alva Roller Mills.

Sentinel, Okla., July 6.—More bushels of wheat and better quality than has ever been raised here before. Acreage about same as last year; very few fields have run as low as 20 bus. to acre; most of them as high as 42 bus. Practically all wheat marketed has run 59 to 64 lbs to bu.—W. E. Titus.

Government Crop Report.

Washington, D. C., July 10.—The crop reporting board of the Bureau of Crop Estimates makes the following estimates on the acreage and condition, July 1:

| | Acres.* | Condition— | |
|----------------------|---------|---------------|---------------|
| | | July 1, 1920. | July 1, 1919. |
| Winter wheat | 34,165 | 79.7 | 89.0 |
| Spring wheat | 19,487 | 88.0 | 80.9 |
| All wheat | 53,652 | 82.5 | 86.6 |
| Corn | 103,648 | 84.6 | 86.7 |
| Oats | 41,032 | 84.7 | 87.0 |
| Barley | 7,437 | 87.6 | 87.4 |
| Rye | 5,470 | 83.3 | 85.7 |
| Flax | 1,706 | 89.1 | 73.5 |
| Rice | 1,345 | 90.0 | 89.5 |
| Hay, tame, tons..... | 56,191 | 85.5 | 90.7 |

*000 omitted.

| | Total production* | | Yield |
|--------------------|-------------------|--------------------|-------|
| | 1920. | 1919. | |
| | July forecast. | December estimate. | bus. |
| Winter wheat | 518 | 732 | 15.2 |
| Spring wheat | 291 | 209 | 15.0 |
| All wheat | 809 | 941 | 15.1 |
| Corn | 2,779 | 2,917 | 26.8 |
| Oats | 1,332 | 1,248 | 32.2 |
| Barley | 193 | 166 | 26.0 |
| Rye | 82.0 | 88.5 | 15.0 |
| Flax | 14.4 | 8.9 | 8.4 |
| Rice | 52.1 | 41.1 | 38.7 |
| Hay, tons | 84.8 | 91.3 | 1.51 |

*In millions.

CORN.

| | Final estimate— | | 5-yr. avg. |
|--------------|-------------------|---------------|------------|
| | Forecast | 1919. | |
| | July 1, 1920. | July 1, 1919. | 1914-18. |
| | 10-yr. 1920. avg. | bus.* | bus.* |
| Pa. | 84 | 57,601 | 59,567 |
| Va. | 88 | 40,797 | 52,048 |
| N. C. | 89 | 56,983 | 55,100 |
| Ga. | 75 | 60,035 | 64,760 |
| Ohio | 86 | 140,950 | 162,800 |
| Ind. | 84 | 169,836 | 175,750 |
| Ill. | 79 | 284,125 | 301,000 |
| Mich. | 88 | 56,628 | 64,350 |
| Wis. | 90 | 70,992 | 85,540 |
| Minn. | 89 | 114,682 | 118,000 |
| Iowa | 90 | 385,560 | 416,000 |
| Mo. | 82 | 179,110 | 155,412 |
| S. Dak. | 82 | 93,677 | 91,200 |
| Nebr. | 85 | 188,241 | 184,186 |
| Kans. | 87 | 104,633 | 69,362 |
| Kv. | 85 | 86,170 | 82,500 |
| Tenn. | 83 | 73,994 | 74,750 |
| Ala. | 78 | 62,620 | 62,843 |
| Miss. | 73 | 59,438 | 59,700 |
| La. | 85 | 38,882 | 32,375 |
| Texas | 90 | 146,081 | 202,800 |
| Okla. | 90 | 55,660 | 74,400 |
| Ark. | 80 | 50,941 | 48,726 |
| U. S. | 84.6 | 2,778,903 | 2,917,450 |

000 omitted.

OREGON.

Moro, Ore., June 26.—Light showers and cool rain lately. Looks like a bumper crop in Sherman county.—Farmers Elevator & Supply Co.

SOUTH DAKOTA.

Wessington Springs, S. D., July 1.—Crops are fair. Too wet.—J. L. Sedgwick, mgr. Farmers Elevator Co.

Harrisburg, S. D., July 1.—Oats are very short and uneven. Corn is doing fine.—C. McMahon, agt. South Dakota Grain Co.

Britton, S. D., June 26.—Crops are looking good. Wheat is heading out. Prospects point to a bumper crop.—Britton Light & Power Plant.

New Effington, S. D., June 26.—Grain prospects never were better than this year. We look for a bumper crop. A big increase has been made in the oats acreage.—S. Arneson, mgr. Farmers Co-op. Elevator Co.

Sioux Falls, S. D., July 7.—Sections in the southern portion of South Dakota report extremely hot weather during the past week and remarkable progress of corn. Small grain in that section is reported in excellent condition altho a few farmers are reporting slight wheat rust in some localities. Most of the state has suffered various severe but short rain storms during the week, resulting in more or less local flooding; but no important complaints are noted. Hail storms were less frequent this week than last. Generally speaking, conditions are not much changed from those of July 1.—Gordon L. Cashman.

WINTER WHEAT.

| | December estimate* | | | | |
|-------------|--------------------|-------------------|-------------------|----------|---------|
| | Forecast | | 1920.* | | |
| (Condition) | from July 1 | | 1918, 5 yr. avg., | | |
| | 10 yr. condition, | 1918, 5 yr. avg., | 1914-18. | | |
| | 1920. avg. | bus. | bus. | 1914-18. | |
| N. Y. | 91 | 88 | 9,850 | 10,428 | 8,681 |
| Pa. | 83 | 87 | 26,220 | 28,665 | 24,824 |
| Md. | 84 | 85 | 11,307 | 10,665 | 11,330 |
| Va. | 84 | 87 | 11,286 | 12,508 | 14,342 |
| N. C. | 91 | 86 | 7,774 | 7,225 | 8,235 |
| Ohio | 63 | 83 | 27,125 | 53,480 | 36,539 |
| Ind. | 60 | 79 | 20,665 | 45,792 | 38,183 |
| Ill. | 67 | 77 | 28,392 | 57,800 | 40,344 |
| Mich. | 73 | 80 | 13,451 | 19,285 | 15,253 |
| Ia. | 86 | 84 | 9,082 | 16,530 | 8,594 |
| Mo. | 75 | 79 | 31,698 | 57,699 | 35,161 |
| Nebr. | 91 | 78 | 54,387 | 54,997 | 47,246 |
| Kans. | 84 | 76 | 110,313 | 150,722 | 105,371 |
| Ky. | 71 | 84 | 6,274 | 12,029 | 10,316 |
| Tenn. | 75 | 83 | 4,134 | 7,290 | 8,035 |
| Texas | 85 | 78 | 14,249 | 31,350 | 15,608 |
| Okla. | 84 | 74 | 34,518 | 52,640 | 36,994 |
| Mont. | 69 | 77 | 5,710 | 3,016 | 12,419 |
| Colo. | 89 | 81 | 15,326 | 11,917 | 8,090 |
| Utah | 84 | 86 | 2,490 | 1,722 | 4,319 |
| Idaho | 86 | 88 | 7,036 | 6,105 | 8,378 |
| Wash. | 82 | 87 | 17,660 | 19,800 | 20,795 |
| Ore. | 93 | 91 | 15,790 | 10,010 | 12,449 |
| Calif. | 68 | 81 | 9,279 | 16,335 | 6,891 |

SPRING WHEAT.

| | | | | | |
|-----------------|------|------|---------|---------|---------|
| Minn. | 91 | 86 | 51,948 | 36,735 | 52,395 |
| N. Dak. | 88 | 81 | 82,150 | 53,613 | 86,912 |
| S. Dak. | 90 | 81 | 30,906 | 29,200 | 43,610 |
| Mont. | 88 | 82 | 24,781 | 7,713 | 15,004 |
| Wash. | 79 | 85 | 25,018 | 20,300 | 17,065 |
| U. S. | 88.0 | 82.4 | 291,355 | 209,351 | 258,748 |
| OATS. | | | | | |
| N. Y. | 89 | 88 | 39,883 | 29,580 | 43,890 |
| Pa. | 90 | 90 | 39,246 | 36,859 | 39,596 |
| Ohio | 81 | 85 | 51,731 | 51,858 | 64,261 |
| Ind. | 82 | 84 | 61,837 | 60,225 | 66,576 |
| Ill. | 76 | 84 | 129,024 | 123,060 | 186,214 |
| Mich. | 84 | 86 | 47,371 | 36,875 | 55,964 |
| Wis. | 91 | 91 | 92,072 | 78,123 | 90,193 |
| Minn. | 91 | 85 | 117,208 | 90,160 | 113,344 |
| Iowa | 83 | 89 | 191,730 | 196,182 | 210,126 |
| Mo. | 83 | 80 | 40,575 | 38,259 | 38,659 |
| N. Dak. | 89 | 81 | 66,022 | 38,400 | 63,158 |
| S. Dak. | 91 | 81 | 60,006 | 53,650 | 65,136 |
| Nebr. | 85 | 81 | 65,270 | 69,962 | 78,301 |
| Kans. | 83 | 75 | 52,418 | 44,229 | 51,435 |
| Texas | 63 | 79 | 37,706 | 94,500 | 35,549 |
| Okla. | 87 | 70 | 41,532 | 49,500 | 27,770 |
| Mont. | 89 | 83 | 21,587 | 6,120 | 21,766 |

OATS.

| | | | | | |
|--------------|----|----|---------|---------|---------|
| N. Y. | 89 | 88 | 39,883 | 29,580 | 43,890 |
| Pa. | 93 | 90 | 39,246 | 36,859 | 39,596 |
| Ohio | 81 | 85 | 51,731 | 51,858 | 64,261 |
| Ind. | 82 | 84 | 61,837 | 60,225 | 66,576 |
| Ill. | 76 | 84 | 129,024 | 123,060 | 186,214 |
| Mich. | 84 | 86 | 47,371 | 36,875 | 55,964 |
| Wis. | 91 | 91 | 92,072 | 78,123 | 90,193 |
| Minn. | 91 | 85 | 117,208 | 90,160 | 113,344 |
| Iowa | 83 | 89 | 191,730 | 196,182 | 210,126 |
| Mo. | 83 | 80 | 40,575 | 38,259 | 38,659 |
| N. Dak. | 89 | 81 | 66,022 | 38,400 | 63,158 |
| S. Dak. | 91 | 81 | 60,006 | 53,650 | 65,136 |
| Nebr. | 85 | 81 | 65,270 | 69,962 | 78,301 |
| Kans. | 83 | 75 | 52,418 | 44,229 | 51,435 |
| Texas | 63 | 79 | 37,706 | 94,500 | 35,549 |
| Okla. | 87 | 70 | 41,532 | 49,500 | 27,770 |
| Mont. | 89 | 83 | 21,587 | 6,120 | 21,766 |

BARLEY.

| | | | | | |
|--------------|----|----|--------|--------|--------|
| Wis. | 89 | 91 | 15,563 | 13,568 | 20,103 |
| Minn. | 90 | 84 | 22,576 | 18,200 | 34,134 |
| Iowa | 88 | 91 | 7,872 | 8,032 | 10,807 |
| N. Dak. | 90 | 82 | 28,361 | 14,950 | 32,301 |
| S. Dak. | 92 | 81 | 22,568 | 19,250 | 26,570 |
| Kans. | 90 | 70 | 16,605 | 16,200 | 6,458 |
| Colo. | 92 | 87 | 5,943 | 3,900 | 4,532 |
| Idaho | 94 | 91 | 4,061 | 3,360 | 6,402 |
| Wash. | 90 | 87 | 4,686 | 4,140 | 5,717 |
| Ore. | 95 | 89 | 2,812 | 1,886 | 4,622 |
| Calif. | 78 | 85 | 28,376 | 30,000 | 37,658 |

*000 omitted.

Com'ite of 47 Urges Resumption

The general com'ite of 47 appointed May 7 at the meeting called by the Wheat Director, Julius H. Barnes, to take steps toward the resumption of private trading in wheat, came together again July 7 at the Hotel LaSalle, Chicago, Ill.

Frederick B. Wells, chairman, presided, and Geo. B. P. Case, also of Minneapolis, acted as sec'y. The meeting was called to order shortly after 10 a. m. by Mr. Wells, with practically all interests represented, those present being B. W. Marr, Columbus, O., and Chas. L. Roos, Wellington, Kan., of group No. 1, millers; F. C. Van Dusen, Minneapolis, and Fred G. Horner, Lawrenceville, Ill., group 2, country grain dealers; E. E. Evenson, Litchfield, Minn., W. G. Howard, Fowler, Kan., W. J. Lynch, Green Mountain, Ia., group 3, farmers elevator companies; Marshall Hall, St. Louis, and E. P. Peck, Omaha, group 4, Terminal Elevator Grain Merchants Ass'n; Oliver Wilson, Peoria, Ill., group 5, farmers organizations; C. H. Canby, Chicago; B. Stockman, Duluth; F. G. Crowell, Kansas City; Wm. Dalrymple, Minneapolis; Geo. F. Powell, St. Louis; David Anderson, Toledo; E. F. Richards, Baltimore; Nisbet Grammer, Buffalo; Geo. W. Eddy, Boston; and Hubert J. Horan, Philadelphia, all of group 6, grain exchanges; O. M. Mitchell, New York, of North American Export Grain Ass'n, group 7, exporters; Samuel Knighton, New York; P. P. Croarkin, Chicago; A. M. Tousley, Cleveland; group 8, flour handlers; A. L. Taggart, Indianapolis, group 9, bakers; G. F. Ewe, Minneapolis; O. M. Mitchell, New York, and H. L. Goemann, Mansfield, O., group 10, transportation; Mr. Wells, P. E. Goodrich, Winchester, Ind., F. J. Lingham, Lockport, N. Y., O. M. Mitchell, New York, and W. N. Eckhardt, Chicago, the com'ite of five, Mr. Eckhardt taking the place of Mr. Sager.

The morning session was devoted mostly to a discussion of the transportation problem. The transportation com'ite gave an opinion that it is absolutely necessary that 100 per cent of their box car equipment be promptly restored to the grain carrying roads. It was suggested that the producers join in bringing pressure to bear, by memorializing each Congressman from the grain districts urging that the granger roads be given cars. The transportation group was continued as a com'ite to work along the line of better shipping facilities.

Hubert Horan, representing the Philadelphia Commercial Exchange, proposed that the warehouse certificates of the different markets be made interchangeable for delivery on the various exchanges.

At the afternoon session the Com'ite of 16, thru Chairman L. F. Gates, of Chicago, submitted the following report, which was unanimously adopted:

Report of Com'ite of Sixteen.

The Exchange Com'ite of Sixteen appointed by the conference called by Mr. Julius H. Barnes on May 7, 1920, has carefully considered the problems surrounding the wheat trade and the suggestions in regard to the resumption of trading made by representatives of all branches of trade, and is ready to report its recommendations.

The principal obstacles to trading in wheat for future delivery are

First: Possibility of concentrated foreign buying.

Second: Continued technical life of the Lever Act.

Third: Difficulties of transportation.

After careful consideration, the Com'ite of Sixteen has concluded that it would be better to obviate the first obstacle rather than the form of contract and time when delivery can be enforced than by discrimination against any class of buyers. Any other policy might have tendency to deprive producers of the full ben-

efit of the world market to which they are entitled.

Believing that we have and will have available from the 1920 crop a sufficient surplus to warrant free trading in cash wheat if hedging protection can be afforded, this Com'ite recommended to the various exchanges that such a broadening of their contracts be made as is consistent with the interests of buyers and sellers using the various markets. As a result, St. Louis, Milwaukee and Chicago have practically all grades of wheat, including No. 3 and higher, available for delivery on such contracts. Minneapolis, Duluth and Kansas City have posted for ballot amendments to their rules making No. 3 and better grades deliverable each under conditions peculiar to their various markets. Omaha and Toledo have the matter under consideration and will, no doubt, take similar action.

It has further been decided to recommend that when trading in wheat for future delivery begins on the various exchanges it shall be for no delivery earlier than December. This provision will obviate the possibility of any

congestion in future delivery during the period when supplies are likely to be most needed for shipment abroad, which, this year, is concurrent with the period when buying for domestic consumption would normally be at its maximum.

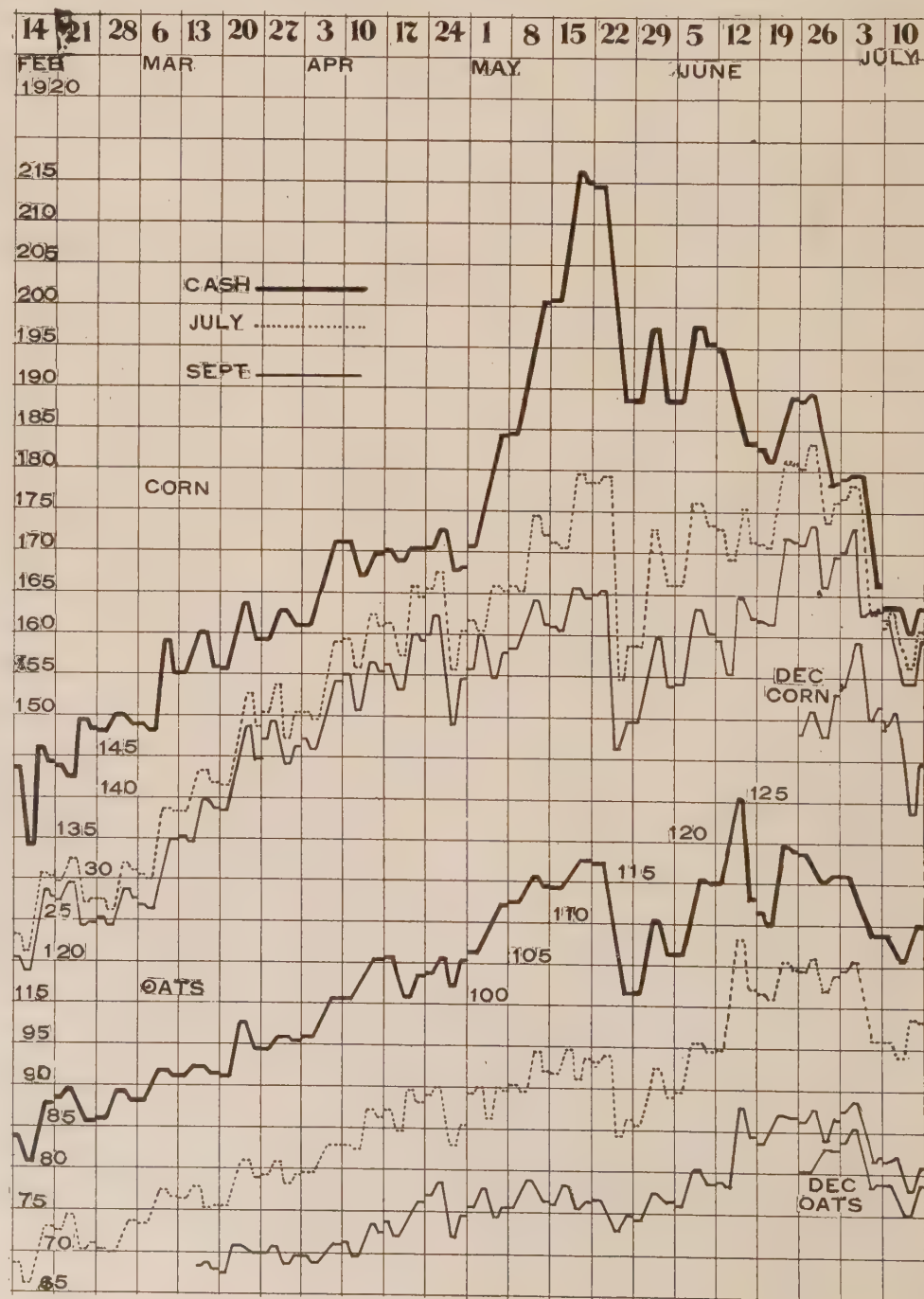
Under conditions so provided, milling and export trade will function on a cash basis with the opportunity for protection thru purchase and sale of December and deferred deliveries.

We have felt that it is too early as yet to determine what conditions may be in the late spring, and are consequently recommending that without further consultation on the part of the members of the Com'ite, no future trading beyond deliveries in March, 1921, shall be permitted.

The second obstacle, that of the Lever Act, while from some standpoints viewed as dan-

Cash Corn and Oats Fluctuations from Feb. 9 to July 10.

Opening, high, low and closing average prices of No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each day a few cents above or below the extreme charted. The June and September futures are shown by dotted and light lines for comparison.



gerous, for others is not considered so serious a handicap to the operation of an open market. In view of the known attitude of the administration, and its desire that all business should function normally at as early a date as possible, it is not likely that the President will interfere, altho he has the technical right to do so. To provide, however, against any serious congestion which might result in an invocation of the power conferred on the President, it has been thought best to recommend to all exchanges such continued regulation of trading as may seem wise to each exchange. On all exchanges war-time powers conferred on the Boards of Directors will expire when the provisions of the Lever Act expire by limitation.

Some of the exchanges will think wise to go even further to extend regulations thruout the crop year, regardless of the time when the Lever Act expires.

It was understood that the general com'te would give its particular attention to the necessity of solving, so far as possible, the transportation problem, and while this has been seriously considered by the Com'te of Sixteen, such provisions as have been made for trading in wheat for future delivery and covered under the above subjects, obviate the possibility of serious trouble due to lack of adequate transportation.

Altho the obstacles discussed above are serious, it has been thought by the members of the Com'te of Sixteen that they were not sufficiently serious to justify our recommending to the exchanges any further postponement of an open market for wheat, in view of the very general demand from all classes of those interested in having an open market provided as soon as the new wheat begins to move in volume. Pressure has been particularly strong from producers, grain handlers and bankers who usually finance the movement of the crop; and we are consequently recommending that trading in wheat for future delivery start on all exchanges on July 15, 1920, and that contracts quoted be for December and later deliveries, but not beyond March delivery. No opportunity has yet been given for the separate exchanges to act definitely on these recommendations, but we have no doubt, in view of this general demand, that there will be a general acceptance of the situation and a disposition on the part of every exchange to provide that hedging protection which will generally enable wheat handlers to perform their services for both producer and consumer in the most economical manner yet devised.

It has been agreed by the Com'te of Sixteen that the Com'te may be reconvened at any time, on call by any exchange should conditions develop that might seem to make it advisable to trade in a delivery earlier than December or later than March, or if for any other material reason it should seem wise to any exchange to ask that the Com'te be convened.

All of which is respectfully submitted.

G. H. Davis, rep. Kansas City Board of Trade; J. H. MacMillan and H. S. Helm, Minneapolis Chamber of Commerce; Marshall Hall and E. C. Andrews, St. Louis Merchants Exchange; B. Stockman and E. S. Ferguson, Duluth Board of Trade; Hugo Stolley, Milwaukee Chamber of Commerce; E. D. McDougal and L. F. Gates, Chicago Board of Trade; J. W. Holmquist, Omaha Grain Exchange, and D. Anderson, Toledo Produce Exchange.

It was decided that the com'te of 47 be continued permanently as the General Grain Com'te, with Mr. Wells, pres., P. E. Goodrich, Winchester, Ind., vice pres., and Mr. Case of Minneapolis, sec'y.

Adjourned sine die.

HUNGARIAN crops are poor. Scotch, Italian and Swiss crops are fair and crops in England, Wales and Canada are good reports the International Institute of Agriculture.

Wheat Movement in June.

Receipts and shipments of wheat at the various markets during June, compared with June, 1919, were as follows:

| | Receipts | | Shipments | |
|--------------|-----------|-----------|-----------|------------|
| | 1920 | 1919 | 1920 | 1919 |
| Baltimore | 8,093,950 | 9,285,283 | 5,972,010 | 10,022,197 |
| Chicago | 1,509,000 | 856,900 | 4,073,000 | 1,040,000 |
| Cincinnati | 248,400 | 56,400 | 153,600 | 48,000 |
| Duluth | 2,787,106 | 1,110,915 | 3,113,864 | 3,015,689 |
| Ft. William | 2,185,156 | 687,341 | 3,382,148 | 3,876,108 |
| Galveston | 104,000 | ..... | 4,677,796 | 1,376,167 |
| Indianapolis | 1,041,900 | 125,000 | 46,800 | 1,250 |
| Kansas City | 4,430,700 | 629,100 | 4,160,700 | 676,350 |
| Milwaukee | 225,450 | 273,360 | 484,350 | 229,515 |
| New Orleans | ..... | ..... | 1,597,460 | 2,612,563 |
| Omaha | 1,544,400 | 291,600 | 1,755,600 | 232,800 |
| Philadelphia | 1,951,609 | 2,592,524 | 1,741,392 | 1,548,486 |
| St. Louis | 2,497,200 | 504,477 | 1,731,020 | 175,916 |
| Toledo | 155,400 | 65,250 | 216,375 | 35,790 |
| Wichita | 1,088,000 | 120,000 | 640,000 | 25,000 |
| Winnipeg | 3,132,325 | 1,852,500 | ..... | ..... |

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

ILLINOIS.

Adair, Ill., July 2.—Considerable old corn is still in the country to be moved.—De Forest Bros. & Co.

Tomlinson Siding, (Rantoul, p. o.), Ill., July 5.—Not much grain moving on account of car shortage; only one car at each elvtr. since June 17.—Tomlinson Co-op. Grain Co.

Lexington, Ill., June 30.—Grain cars on the C. & A. have been a minus quantity. I have loaded only 32 cars from Jan. 1 to June 10. I have loaded as many as that in one week. No relief is in sight.—A. P. Schantz.

INDIANA.

Silverwood, Ind., June 30.—Many cars of old corn are left in cribs on farms. There are no cars for transportation. So far this year we have had only two grain cars on the T. St. L. & W. R. R. Prospects are that we shall be handicapped for the movement of our new wheat and oats.—D. P. Williams, agt. National Elevators.

IOWA.

Long Grove, Ia., July 8.—Considerable corn and some oats still in the hands of farmers. Corn prices at this writing too low to suit farmer, and most of the balance will be carried until fall.—E. H. Anschutz, Merchants Elevator Co.

KANSAS.

Menlo, Kan., June 30.—There is some old wheat still in the country, but most of it will be cleaned up in this vicinity within the next week.—Menlo Farmers Union Co-op. Ass'n.

MARYLAND.

Baltimore, Md., July 1.—Virginia shipped the first new wheat to be sold on the floor of the Baltimore Chamber of Commerce. It was of exceptionally fine quality and was bot by H. E. Wack & Co. for \$4 per bushel. This is the highest price ever paid for wheat at this market. Last year the first wheat sold at Baltimore also came from Virginia and brot \$2.75 per bushel.

MINNESOTA.

Albert Lea, Minn., June 25.—Cars are very scarce.—Speltz Grain & Coal Co.

Seaforth, Minn., June 29.—Old crop is most all marketed in this section.—Farmers Grain & Fuel Co.

Corn Movement in June.

Receipts and shipments of corn at the various markets during June, compared with June, 1919, were as follows:

| | Receipts | | Shipments | |
|--------------|-----------|-----------|-----------|-----------|
| | 1920 | 1919 | 1920 | 1919 |
| Baltimore | 2,503,578 | 2,376,377 | 463,319 | 773,782 |
| Chicago | 8,864,000 | 8,077,000 | 2,478,000 | 2,228,000 |
| Cincinnati | 676,800 | 346,800 | 332,400 | 165,600 |
| Ft. William | ..... | 93,028 | ..... | 93,053 |
| Indianapolis | 2,814,000 | 2,611,250 | 844,200 | 615,000 |
| Kansas City | 1,422,500 | 1,553,750 | 583,750 | 861,250 |
| Milwaukee | 2,400,210 | 663,030 | 715,080 | 355,523 |
| New Orleans | ..... | ..... | 94,040 | 51,132 |
| Omaha | 3,324,400 | 2,255,400 | 2,560,600 | 2,497,600 |
| Philadelphia | 195,457 | 276,938 | 107,775 | 107,775 |
| St. Louis | 3,407,300 | 2,369,750 | 1,625,460 | 802,490 |
| Toledo | 310,000 | 72,650 | 102,440 | 28,050 |
| Wichita | 52,000 | 42,000 | 36,000 | 26,000 |

Barley Movement in June.

Receipts and shipments of barley at the various markets during June, compared with June, 1919, were as follows:

| | Receipts | | Shipments | |
|--------------|-----------|-----------|-----------|-----------|
| | 1920 | 1919 | 1920 | 1919 |
| Baltimore | 59,054 | 2,636,830 | 69,666 | 1,457,246 |
| Chicago | 86,900 | 3,516,000 | 439,000 | 2,010,000 |
| Cincinnati | ..... | 22,100 | ..... | ..... |
| Duluth | 1,639,605 | 1,417,404 | 1,944,791 | 1,806,083 |
| Ft. William | 91,569 | 649,258 | 189,741 | 1,659,276 |
| Galveston | ..... | 11,250 | 456,997 | ..... |
| Indianapolis | ..... | 30,800 | 23,100 | 6,600 |
| Kansas City | 49,500 | 203,320 | 1,502,593 | ..... |
| Milwaukee | 668,975 | 2,740,080 | 414,643 | 647,195 |
| New Orleans | ..... | ..... | 30,600 | 174,600 |
| Omaha | 28,800 | 183,600 | ..... | ..... |
| Philadelphia | 12,829 | 191,503 | ..... | 60,000 |
| St. Louis | 36,800 | 72,000 | 1,260 | 33,930 |
| Toledo | 6,000 | 8,400 | ..... | 17,800 |
| Wichita | 4,000 | 2,000 | 4,000 | 2,000 |
| Winnipeg | 384,750 | 88,550 | ..... | ..... |

St. James, Minn., July 7.—We are all cleaned out.—C. A. Serkland.

Dale, Minn., July 6.—Grain is about all shipped in this locality.—J. N. Olson.

Dunnell, Minn., July 7.—About 20% of our grain still to be shipped.—E. T. Mathwig.

Brooks, Minn., July 7.—Grain is nearly cleaned up in this locality.—C. D. Hall.

Claremont, Minn., July 7.—We are all cleaned out except 1 car of wheat.—D. A. Duncan, Duncan & Kidder Grain Co.

MISSOURI.

Kansas City, Mo., July 1.—Movement of the new crop into Kansas City this year began with a car of No. 2 white oats consigned to the Murphy Grain Co. from Shattuck, Okla. This is the first time on record that new oats have arrived at this market before wheat.

Kansas City, Mo.—The first car of new wheat at this market this year arrived July 1, one day later than the first arrival of wheat last year. It came from Brame, Okla., by way of Wichita, and was No. 2 mixed grade. The wheat was of good quality, showing a moisture of 13 per cent. Dilts & Morgan were the receivers, and they sold it at auction to the Hall-Baker Grain Co., at \$2.79 a bushel.

NORTH DAKOTA.

Langdon, N. D.—Cars are rather scarce at present.—W. H. Gozlee, agt. St. Anthony & Dakota Elevator Co.

OKLAHOMA.

Shattuck, Okla., July 2.—Cars are scarce here, and it does not look as tho wheat can be marketed very fast.—R. L. Crump, agt., Alva Roller Mills.

Sentinel, Okla., July 6.—We were paying farmers \$2.45, July 3, but there is about 40,000 bus. in storage here, still waiting for cars, which are coming very slow.—W. E. Titus.

SOUTH DAKOTA.

New Effington, S. D., June 26.—Much grain is still in the farmers' hands in this locality.—S. Arneson, mgr. Farmers Co-op. Elevator Co.

TEXAS.

Forth Worth, Tex., June 30.—Understand that there are only about six hundred cars of wheat or grain at Galveston now not unloaded and ample room in the elevators to unload, with boats in the port and due right away, sufficient to take all the grain out of Galveston. However this is not going to relieve the distress, as we cannot get cars in which to move the grain now coming on the market. In the Panhandle, it is claimed there is fully twenty per cent of the old crop still in the hands of the farmers and the grain dealers and that they have the finest crop this year that they have ever raised and this looks like trouble.—H. B. Dorsey, sec'y Texas Grain Dealers Ass'n.

Booker, Tex., July 6.—Elevators are still filled with last year's grain. Cars are coming very slow.—A. F. Brown, mgr. Liske Grain Co.

Oats Movement in June.

Receipts and shipments of oats at the various markets during June, compared with June, 1919, were as follows:

| | Receipts | | Shipments | |
|--------------|-----------|------------|-----------|-----------|
| | 1920 | 1919 | 1920 | 1919 |
| Baltimore | 2,385,641 | 5,485,090 | 1,829,521 | 3,891,140 |
| Chicago | 4,674,000 | 10,113,000 | 4,309,000 | 6,211,000 |
| Cincinnati | 316,000 | 366,000 | 74,000 | 140,000 |
| Duluth | 58,891 | 49,306 | 28,979 | 43,772 |
| Ft. William | 517,945 | 809,043 | 397,682 | 1,956,529 |
| Indianapolis | 1,278,000 | 1,220,400 | 522,000 | 243,000 |
| Kansas City | 289,000 | 958,800 | 183,000 | 772,500 |
| Milwaukee | 1,391,780 | 3,900,840 | 1,612,872 | 2,799,897 |
| New Orleans | ..... | ..... | 32,160 | 85,270 |
| Omaha | 900,000 | 131,600 | 832,000 | 176,800 |
| Philadelphia | 352,128 | 1,850,787 | ..... | 845,465 |
| St. Louis | 1,744,000 | 2,814,000 | 1,679,580 | 1,907,850 |
| Toledo | 233,700 | 614,700 | 35,945 | 276,960 |
| Wichita | ..... | 33,000 | 5,000 | 19,500 |
| Winnipeg | 1,343,550 | 1,125,600 | ..... | ..... |

Rye Movement in June.

Receipts and shipments of rye at the various markets during June, compared with June, 1919, were as follows:

| | Receipts | | Shipments | |
|--------------|------------|-----------|------------|-----------|
| | 1920 | 1919 | 1920 | 1919 |
| Baltimore | 14,417,163 | 6,473,379 | 12,919,999 | 7,091,755 |
| Chicago | 478,000 | 165,000 | 597,000 | 171,000 |
| Cincinnati | 10,800 | 28,900 | 10,800 | 28,800 |
| Ft. William | 37,185 | 15,729 | 63,326 | 100,712 |
| Duluth | 1,639,605 | 1,417,404 | 1,944,791 | 1,806,083 |
| Galveston | ..... | ..... | 40,000 | ..... |
| Indianapolis | 252,900 | 11,250 | 22,400 | 3,750 |
| Kansas City | 49,500 | 30,800 | 23,100 | 6,600 |
| Milwaukee | 308,265 | 225,450 | 296,240 | 25,650 |
| New Orleans | ..... | ..... | 414,643 | 647,195 |
| Omaha | 71,500 | 77,000 | 132,000 | 14,300 |
| Philadelphia | 130,879 | 1,405,916 | 367,571 | 1,395,065 |
| St. Louis | 20,900 | 15,400 | 10,760 | 3,395 |
| Toledo | 14,400 | 24,390 | 76,725 | 105,380 |
| Wichita | 4,000 | 2,500 | 4,000 | 2,500 |
| Winnipeg | 63,250 | 42,900 | ..... | ..... |

Denver Dealers Entertain Colorado Shippers

The largest crowd of Colorado grain dealers ever assembled, attended the Annual Reception of the Denver Grain Exchange, at the Savoy Hotel, Denver, July 9 and 10. Grain men from many Western states and Southwestern terminal markets were the guests of the Denver Grain Exchange members at this enthusiastic meeting.

The visitors arrived on the morning of the 9th and went to the Denver Exchange where all the local firms held open house until noon. The meeting was called to order at 1 p. m., by Chairman J. A. McSwigan of Denver, immediately after a splendid dinner had been served and the guests entertained by a Jazz Band Quintette.

Mr. McSwigan welcomed the dealers to Denver on behalf of the Exchange and the City, and requested that all return next year with one or more neighboring grain men.

About this time E. J. Smiley, Sec'y of the Kansas Grain Dealers Ass'n, took his place at the speaker's table. Familiar faces of Kansas City, Omaha, St. Joe and Hutchinson grain men were in evidence, and the large number of Colorado shippers present all seemed eager to get what information they could relative to handling the coming crops.

J. Ralph Pickell of Chicago gave some very startling information on just what the wheat, corn and oats markets would do during the coming months. His final and out-standing statement, that the price of wheat would be materially lower next year, did not rest well with some of the dealers present after their heavy dinner.

Fred Marvin, editor of the Mountain States Banker, in addressing the dealers, said;

The Work of the Socialists.

There is in our country a large organization whose purpose it is to overthrow our government and erect a socialistic form of government. Notable in this large organization of socialistic workers we find the I. W. W.'s, the Nonpartisan League, and the coal miners' organizations. The last two are the tools with which the leaders work rather than the actual moving power itself.

At a meeting I attended in St. Paul not so long ago, Sec'y Redfield stated that the socialists of this country were being financed by Soviet Russia, and it was largely with money taken from Russian people that they hoped to gain possession of our government.

Before the great European war, there were

two great bodies with preying eyes on the successful United States. One we know, wanted to dominate the world for personal power, the other body wanted to socialize the United States.

They reasoned that we were successful because we had harmony between labor and capital. Therefore, they have striven to break down this harmony. They realized that the complete failure of any one of our three most important industries, coal mining, transportation and packing, would mean the ruin of the nation, and leave it easy prey for socialization. They set to work on the laboring class of the coal mines and the railroads, creating unrest and severing the harmonious relations between the workers and employers.

They are still hard at work with their devilish propaganda and are now attempting to make the capitalists believe it is unsatisfactory to continue to attempt to conduct their business. I am not an alarmist, but today the coal mining and transportation industries of this nation are on the brink of socialism.

The non-partisan league of North Dakota interested the farmers of that state to the extent that they socialized North Dakota and bonded the state for the erections and operations of all prime industries. The milling and grain business was not excepted, but the whole plan has failed and the farmers are commencing to realize that they have been robbed and fooled.

That same organization is in the state of Colorado attempting to get control of the legislature at the fall election. They propose to socialize this state and take over the milling, grain and other businesses.

I do not want you men to take my word for these things, but investigate the truth of this menace for yourself. Go out and determine just what the activities of this organization of socialists are and then lend every effort to fight the movement.

I believe the majority of the citizens of the United States desire to receive a square deal and to give a square deal. That has been the spirit of American business. Let us preserve it.

Sec'y E. J. Smiley, of the Kansas Grain Dealers Ass'n, in talking on Organization Work, said:

The Grain Shippers Problems.

Twenty-five years ago it was not possible for a meeting of grain men like this. At that time most of the grain men were not on speaking terms with their neighbors, and instead of pulling together they were fighting against one another. The Kansas Grain Dealers Ass'n was organized 24 years ago and now has the largest membership of any state association. We got the men together and ironed out differences between them. It was tough going at first, but now we are all pulling in the same direction to attain big things

for all the members. We have accomplished many things that would not have been possible had we not been organized. Since the associations of the country have come to be recognized, the morale of the trade has improved 500%. An evil that has been almost eliminated is the scoup shoveler, the fly-by-night dealer who promised to buy grain on a 1c margin, but who generally skipped town before paying for the grain.

One of the gravest problems confronting the grain trade today is the transportation situation. You are all probably aware of this situation. The railroads were 800,000 box cars short when turned back to private ownership. During the entire government control of railroads only 100,000 box cars were built, and the average number of cars going to the scrap heap each year is 90,000. I figure it will be eight years before the roads can catch up on box car equipment.

The I. C. C. has wired western railroads that 14,400 cars have been ordered from eastern lines delivered to the Southwest. As a result there has been more equipment furnished during the last twenty days than during the three months previous to this movement. Kansas now has enough cars to take care of the 1919 wheat still on farms or in elevators. Practically all of this wheat has been sold for export, and we are informed that this equipment will be moved to the seaboard and returned to the southwest some time in August. But during July and the first week of August we will have still less equipment than we were receiving a few months ago.

I wish to ask you dealers if you will buy farmers grain at the prevailing price and store it for him with the present car situation so uncertain?

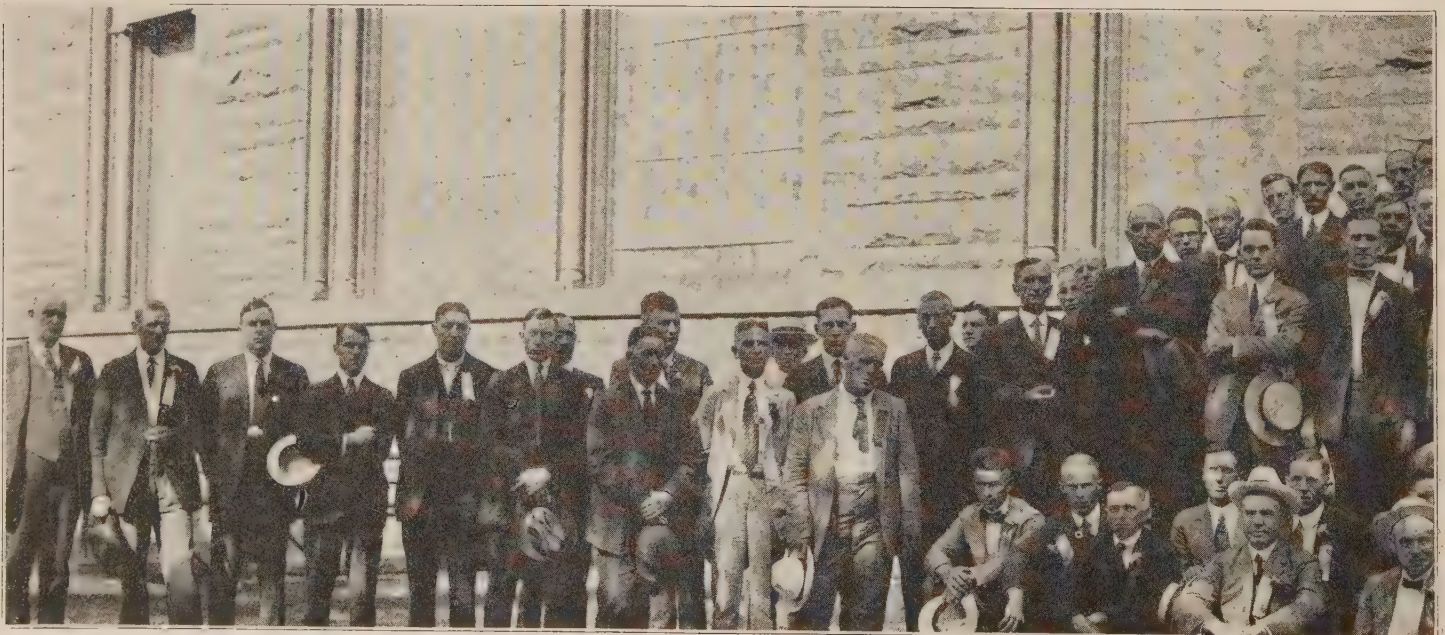
The financing of the crop is another serious problem. At a recent bankers meeting in Kansas City, W. O. Wood, a banker of Liberal, Kan., stated that the Kansas City banker will probably require the arrival of the car of grain before they will pay drafts. As far as the Northern half of Kansas is concerned the bankers claim they are ready to finance the grain crops.

As to the price of wheat for the coming year, I do not agree with our first speaker who predicted much lower prices. I do not know what the price of wheat will be, nobody knows. If as the gentleman who spoke of the wheat price for next year is correct in his statement that England, France and Italy have sufficient wheat, why are they taking all they can get?

A dealer: I have no weighing facilities in my elevator. Can I get a claim for loss in transit if I have furnished affidavit of weights?

Mr. Smiley: No sir, the ruling is that the shipper must have adequate loading-out weighing devices showing the amount of grain loaded.

Jule G. Smith, Ft. Worth, Tex.: Mr. Smiley, you have warned the dealers that there might be an increase in freight rates any day. I understood that the bill turning the roads back to private ownership stipulated that there should be no increase in rates before Sept. 1.



First Section Photo Colorado Grain Dealers at Denver, July 9, 1920.

I believe the increase will come at that time and be from 25% to 30%.

Mr. Smiley: The appendix to the bill says that the rates may be increased if the conditions are such that it is imperative that they be increased before Sept. 1.

G. C. Miller, Platner, Colo.: Regarding weights. If I load from wagon scale weights direct to car could I collect a claim for shortage based on the wagon scale weights.

Mr. Smiley: Yes.

Mr. Miller: In reference to financing the crops this year. I have planned to use checks which I will issue to the farmer for grain when delivered, with the stipulation that they can cash the checks when I secure cars to move the grain. Wud not a general plan of this sort help the situation?

Mr. Smiley: Yes, but the Kansas Ass'n has gone a little farther with just the same sort of receipt checks. Our checks are payable at the prevailing market price the day cars are secured. The farmer therefore gets the benefit of advance and must stand the loss for decline in the market. Our members are generally adopting this plan.

Chief Inspector Jeager, Denver: Are most of the claims received in your department for grain weighed over Automatic Scales or hopper scales?

Mr. Smiley: By an investigation it has been shown that there is a greater variation in hopper scale weights than in Automatic Scale weights. The reason is that the hopper scale requires a separate foundation to remain accurate, but it is generally hung from some part of the elevator and when the elevator settles it throws the scale out of alignment.

Chief Inspector Jeager: Do the shippers give the Automatic scales the supervision required to keep them in working order.

Mr. Smiley: Kansas shippers do.

Chairman McSwigan: We would like to hear from Jule G. Smith of Ft. Worth.

Mr. Smith: Texas is one-tenth of the U. S. and has some mighty fine ports. Galveston once held the distinction of being the second port of the Country but during the war the Eastern seaports came into prominence because the Allied fleets were prepared to protect boats traveling in a direct lane from the eastern seaboard to Europe. The Texas ports are coming back again and Galveston especially is coming into its own. Altho Galveston was congested some time ago, that port is now wide open and only awaiting the arrival of grain to load out for export.

The Texas winter wheat crop will exceed

all expectations. Before the war, Texas raised only 22,000,000 bus. of winter wheat, but the 1919 crop was near the 50,000,000 mark and this year we expect to go over that figure. Oklahoma will have about 50,000,000 bus. of winter wheat, the estimates having been increased lately.

There is a crying need in Europe for wheat and I have just received a wire asking for price of 600,000 bus. in one order. That will give you an idea of the demand today. Advise every farmer to hold his wheat as long as possible for it will probably take 18 months to move this year's crops.

A dealer: Are the Texas farmers offering their wheat freely?

Mr. Smith: They are more than willing to unload at present price levels.

Mr. Miller: Will the Colorado Grain men form a permanent organization this year or in the future?

Chairman McSwigan: I believe the interests of the dealers could be best served at this time if they act on Mr. Smiley's invitation and join the Kansas Grain Dealers Ass'n.

No definite action was taken.

Adjourned *sine die*.

Convention Notes.

Only one business session.

D. B. Hughes came from Salt Lake City.

Saturday morning the visitors were taken up in the mountains 8000 ft. high, where all enjoyed the beautiful scenery and the splendid lunch. Autos took the guests from the Auditorium, thru Bear Creek Canyon, and back by way of Lookout Mountain.

T. D. Phelps was the busiest man in Denver, seeing that all were properly taken care of.

The ladies were entertained at a matinee on Friday afternoon, and also accompanied the dealers to the Mountains Saturday.

A foto of the "Whole Bunch" was taken on the Church steps just behind the Savoy Hotel immediately after the business session. Some claimed this was the first time they had ever been on the church steps, while others seemed perfectly at home.

E. L. Farmer of Farmer Wilson Co., came from Little Rock, Arkansas. He said he wanted to see a bigger rock.

Jule G. Smith of the Fort Worth Elevators Co. was the only Texas man present.

R. O. Yates of Hinaman-Yates Grain Co. represented the Hutchinson, Kan., market.

St. Joe sent Lynn B. Gordon of Gordon-Watts Grain Co. and Charlie Geiger.

Flanley Grain Co. had pretty girls passing out flowers.

Taylor & Bournique sent Mr. Strohm from Sioux City.

The Omaha delegation included A. H. Bewsher, H. F. Freytag, Mr. O'Donnell and Mr. Welsh.

Kansas City was well represented by B. C. Christopher, Jr., and J. D. Fosdick of B. C. Christopher & Co., J. Ingham of Mensendieck Grain Co., Lee Fuller; G. A. Moore of Moore-Lawless Grain Co.; R. H. Addington, Larabee Flour Mills, F. W. McCoy, of Beyer Grain Co.; E. C. Meserve, Jr., of Hall-Baker Grain Co., and J. D. Bailer of Scoular-Bishop Grain Co.

Insurance and supply men present were: C. H. Brasee, of Grain Dealers Fire Insurance Co.; G. E. Winslade and J. C. Williams of Trapp Dumping System, and R. C. Bailey with W. C. Bailey, elevator contractor.

Scott-George Grain Co. put on a very entertaining stag affair at one of the mountain-side cabarets on Friday night.

Accounting by Association Auditor.

[Concluded from page 78.]

food control act, but only one report each month which furnishes the insurance company with a monthly average of his values. The dealers have found it of advantage to them to have this knowledge, and, as long as they have it, have found that it can be used in such a manner that it relieves them of all worries of their insurance problems.

Better accounting has made this possible, and it will make other questions of the business possible. I trust that some action will be taken by this convention to open up this field of possibilities.

In discussing the pros and cons of the metric question, it has been aptly said that the pros are represented by the professors and the cons by the constructors.

WHAT will be the price of wheat? Speculation's part being infinitesimal, supply and demand will make it, not that as suggested by domestic conditions, but that of the entire world. Wheat, "the staff of life," is the determining factor in many things. Our mode of living is rudimentally based on its supply; wages are regulated by it. Never before in the history of the world has the "cost of living" been used more forcefully as an argument for higher wages. Wheat and coarse grains often move together, but the influences that affect the former are likely to be more forceful and people are more apt to dig deeper into their pockets for their own bread than for cattle feed.—Simons, Day & Co.



Middle Section Foto Grain Dealers at Denver, July 9, 1920.

Accounting by Association Auditor

[From paper read before Indiana Grain Dealers Ass'n by V. E. Butler of Grain Dealers Fire Ins. Co.]

The narrow margin between a loss and a profit has become so small that it is more necessary than ever that every grain man must know how and where the profits and losses are made. The element of chance must be reduced to the lowest limits, so to-day we find that most grain dealers have a fine accounting system, and cost accounting has become common, while a few years ago they were rarely ever found in an elevator office.

To-day we find that many dealers have a complete audit of their accounts made at least once each year, and in many places such an audit is made every three months. In Kansas an auditing ass'n makes a specialty of auditing country elevator accounts, it being a part of the Farmers Grain Dealers Ass'n, and its report shows that 236 audits were made at an average cost of \$51.14 per audit, and in many cases they had recovered many times the cost of the audit. There were six permanent auditors used last year and six others were used for a part of the year. This year more permanent auditors are being employed, showing the growing demand for such service.

In these days of income tax reports, it has become necessary to systematize accounting and to know the exact results of business, and it would seem that the demand for a competent audit of a business has opened up a field in grain dealers ass'n work that should be taken up by all ass'ns in the country, for it would be a self-supporting service and very valuable to the grain dealers and millers of this state. The daily routine of a grain dealer is one of details and what would be more natural than that he will make mistakes which would likely be found by competent auditors?

Ass'n Auditing Department.—To-day, because of better accounting systems in use, I am asking you as an ass'n to get behind an auditing department because I believe it to be the last step in making a thoro analysis of your business as individuals and thru your experience will come practical corrections that will be of great benefit to the business as a whole.

I am led to believe that the grain business has been and is now paying more than its just share. This is due very largely to the fact that all the elements of expense are not taken into consideration in your accounting, and the lack of facilities to analyze the business properly.

The gradual building up of an auditing department by the ass'n will be the means of assembling information that will be of great value to you in meeting the problems of the future. The good results to you as individuals must be admitted. Some of you undoubtedly have, in the past, availed yourselves of the service of public accountants and know of the beneficial results both in your business methods and in the financing of your business.

Go to your banker for financial assistance, and one of the first questions he will ask is

"Have you a statement of your business?" If you are able to lay before him a comprehensive statement of your business, it indicates to him that you have a clear conception of your business, and have records that are dependable. If you are able to say to him that the statement has been checked up by a competent auditor, who is a public accountant, it makes it that much stronger. You will get careful consideration and establish a basis of credit very valuable to you if there ever comes a time of difficult financing. You have combined the strength of your personality with cold figures.

Here you have a strong, active Millers Ass'n as well as a Grain Dealers Ass'n, which, by combining their efforts, should make a greater success of this feature of ass'n work than has been done in Kansas, and there it has been a great success because the conditions are ripe for such a service. It is a service that can be extended to every grain dealer or miller.

In 1916 and 1917 our company felt that it was advisable to make a survey of the country grain business to determine the degree of efficiency used in the business. Twenty-seven questions were put to each of our policyholders, and from the answers statistics were compiled. Some of these figures will be of interest, and will furnish a still further reason for the necessity for an auditing ass'n.

The turnover in ownership of country elevators is very large from year to year, as we found that 26% of all dealers visited had been in business less than five years; 25% from five to ten years; 32% from ten to twenty years; 13% twenty-one years and more. With this percentage of new men in the business it seems to be very important to take some steps to get proper information before them, and that they should be able to gather information for themselves.

Station market conditions hold a percentage very closely related to the above figures, for we found that 77% of all stations showed that competitive methods were fair, 10% were unfair, and 11% were keen.

Your attention is called to the fact that 26% of all dealers had been in business less than five years and that 21% of stations showed an unsettled condition.

In the matter of office equipment, the reports disclosed an astonishing condition, as there were only 7% of all dealers who had a complete equipment; 47% had a fair equipment and 45% had poor equipment.

In a comparison of states it was found that Indiana had the largest percentage of elevators with complete equipment. Illinois stood second and Ohio third.

On the question of bookkeeping methods, we went into the subject in detail, and we found that in the country as a whole, 45% of all dealers had a good system; but in comparison between western and eastern territory, 47% of the dealers in the western territory had good

systems and only 38% in the eastern.

Those having fair systems were 43% of the whole number, while those with bad accounting systems equaled 18/10%, and 3% of those in the three eastern states had no system of bookkeeping whatever.

This percentage applied to Indiana, and I have no doubt but what they are representative, would indicate that of the 800 elevators in the state, 304 have good accounting systems, 336 have fair systems, 15 bad and 24 no system whatever.

These figures would indicate a field of 62% of all dealers in the state wherein a great improvement can be made in accounting. There is no doubt but what some improvement in accounting has been made since these reports were gathered, but there is a large field for work left. We have found better accounting systems in use, for we are now able to offer our premium adjustment grain insurance, the basis of which is good accounting, while four years ago we could not do so.

From the standpoint of expense, I believe the ass'n can get a competent man for less money, and can make more favorable terms with parties to carry on the work than the individual, for the reason that it costs money to go and fight for business of this character, and an accountant of standing can readily be procured at a reasonable charge, because the employment would come to him, and it would not be necessary for him to go out and look for it, which would mean a considerable idle time for which he would require pay when he did work.

A com'te should be authorized to regulate the compensation for the service. In Kansas, I believe, it is all done by the day and actual expenses.

The auditor should report to this ass'n the work performed. He should report the recoveries made by dealers. In other words, he should always be under control of the ass'n because it is the ass'n that gives him his standing with the trade, and he in return should make complete detailed reports of his findings with recommendations for the betterment of accounting systems. The com'te, through the auditor, should endeavor to systematize accounting to meet the requirements of the grain business, so that bad practice can be gradually eliminated from the business.

The man selected for auditor should be a very high class man in every respect. One that would be energetic and capable of building up the service to its full development.

I little dreamed six years ago that a little experiment tried out for a three months period would develop into a six-year work that has developed the form of premium adjustment grain insurance for the grain men, that is fast becoming nation wide, and soon will be used by every grain man. The rules of the Grain Corporation of the Food Administration compelled you to make certain forms of reports showing the amount of grain on hand on a certain day of each week, as well as the purchases and sales during the week. This brought into actual practice better bookkeeping systems, which developed the possibility of putting into effect a system of grain insurance that would follow the shipping value of grain up and down, and always give to the grain dealer a full coverage in insurance with but little effort on his part. He still continues to make his weekly records as he did under the

[Concluded on page 77.]



Third Section of Colorado Grain Dealers at Denver, July 9, 1920.

Tri-State Meeting at Minneapolis

The third annual convention of the Tri-State Country Grain Shippers' Ass'n was held at Minneapolis, Minn., July 7, 8 and 9.

Shortly after 2 p. m. Wednesday Pres. A. E. Anderson of Cottonwood, Minn., called the meeting to order with about 85 dealers in attendance.

J. E. Meyers, mayor of Minneapolis welcomed the dealers. He said, conventions do great good by expressing opinions which help to arouse public opinion.

Pres. Anderson expressed the appreciation of the Ass'n for the words of welcome and encouragement.

Sec'y J. H. Adams read his annual report which follows:

Secretary's Annual Report.

Since our last annual meeting this Ass'n has taken in a number of new members (which gives it a representation of 12 per cent of the country elevators within our territory). This proves that the Ass'n is progressing substantially and is meeting with the desire of the shippers generally.

In all other surplus grain states country grain dealers organizations are 20 or more years old and shippers have been educated into association work and the benefits to be derived. Here the work is new and dealers have not learned to look within their own ranks for a force to carry on work for the common good.

In other sections we find dealers are well organized and fully able to command the attention and respect of everyone because of their unified action which they are able to present through their organization.

Shippers in this territory have been acting individually and consequently getting nowhere. They are trampled upon by the railroads, by political agitators and others, almost wholly because their protests are not heard in unison.

Many of the abuses which beset the shippers of this territory are not wilful ones, but they exist because the facts have not been made known. Some exist because the grain shippers of this vast producing territory have no clearing house for their complaints, and no forceful organization to advance their constructive ideas.

If I have sensed properly the moral purpose of this organization, through my close contact with its officers and directors I would say that the real, underlying motive back of it all is one of construction, to create a force which will crystallize the best ideas of our members and carry forward a program of construction.

The resourcefulness of shippers in this territory is not to be compared to other sections where Associations of this character have been in existence for many years. One reason is that shippers of this section have been "babied" by commission merchants, who have financed them and in a large number of instances, kept their books. Shippers, relying upon this outside help have drifted into a rut of contentment. They have looked to outside sources and consequently have not nursed as much as they might, and as much as they should, the independency which comes by being self-contained.

While this Association does not pretend to have anything to do with furnishing of finances, yet it hopes to encourage shippers to become self-financed, and encourage all those things which will place this, the biggest industry of the Northwest, upon sounder basis.

Shippers of this territory should possess more self-reliance, and that will come by the exchange of ideas and working together so that each one will have the moral support of all others.

In volume of money turned over and freight handled the country grain interests of the Northwest do a larger business than any other industry. Strange as it may seem, all other lines are well organized.

Since its organization two and one-half years ago, the Ass'n has been carried on with very little expense, even the officers and directors attending the frequent directors meetings without reimbursement of their expenses and without salary. The Ass'n now has a good round sum at its command and when it extends an invitation to other shippers to join it does so as a going institution and not one with a depleted treasury.

While it has appeared to your Secretary that new memberships have not come in as freely as they should, it is very gratifying the keen interest always taken by all who become mem-

bers. It appears that when a shipper once grasps the idea or the value of the organization, they are for it in a whole-hearted manner.

The Tri-State Country Grain Shippers Ass'n is not an organization of independent elevators solely. It embraces all classes of shippers, and all work it is endeavoring to accomplish benefits all classes of country elevator operators alike.

We should have a strong legislative committee with sufficient backing, morally and financially, not only to retard the advancement of National and State laws which hamper our business, but also to propose and secure the enactment of laws which will protect and safeguard this industry. Conditions surrounding the country elevator business which mean our success or failure, largely demand that we secure the enactment of laws which will protect your business.

Curtis L. Mosher, Asst. Federal Reserve Agent, Minneapolis Federal Reserve Bank, read an address on The Federal Reserve Bank and the Credit System of the Northwest which appears elsewhere in this number.

Sec'y Adams read the address of W. C. Kendall of the Car Service Commission American Railroad Ass'n on the Car Situation from which we take the following:

The Car Situation.

Although last year at this time 35,000 cars were stored in the southwest and central west in anticipation of the initial grain movement, there is not a single car so set aside today. The demands are such that each unit must be kept moving. As the crop movement develops, cars will have to be withdrawn from other service to give the grain its proper share of transportation.

For six weeks there has been a steady flow of equipment into the northwest to assist in relieving conditions here. Recently some of this tide was turned to the south and central west in order that some of the deficiencies in that territory might be overcome. This flow will be maintained and increased, in an effort to meet the crop requirements as they mature. Meanwhile, every practicable effort is being made to clear what remains of the 1919 crop.

The loss of production of coal for the six weeks of the strike has never been made up and the usual reserve stocks are not now on hand. The result is a general demand for bituminous coal beyond the ability of the railroads to extend transportation and at the same time take care of other increasing commercial demands which are fully as insistent. Particularly is this shortage felt in the shipment of coal to the Lake Erie ports for trans-shipment by boat to the northern lake ports, the usual channel through which the winter's stock of coal for certain northwestern states is normally supplied.

The reasons for the present transportation situation:

First—The unusual prosperity which we are enjoying following a time of depressed industrial activity, which may be said to have materially affected transportation dating from about July 1, 1919.

Second—The inability of the railroads to obtain or finance the required additions to equipment.

In round numbers there are 2,500,000 freight cars owned by railroads in the United States. Allowing 4 per cent depreciation this means that 100,000 cars must be added each year to effect normal replacements. Figuring such equipment at not less than \$3,000 a car we have an annual expenditure of \$300,000,000 for freight equipment for replacement purposes alone, to say nothing about locomotives at \$75,000 apiece. It should be added that the prewar cost of a freight car was about \$1,000.

Statements frequently have appeared in the press that the railroads of the country have broken down. This is not a true statement of facts. They have had various labor difficulties with which to contend, all of which have had a very material effect upon railroad operation.

Notwithstanding these difficulties within the last year the railroads are functioning in a way which may be said to compare favorably with past operations. For example:

During the week ended June 19, 1920, there were 869,142 cars of revenue freight loaded by the United States railroads. The corresponding figure for 1919 was 807,907, and for 1918 it was 974,840.

It seems to me that these figures clearly demonstrate that the transportation system of the country is far from being in a decrepit condition.

It is time for concerted action, and the public must bear its share of the increased burden

of costs, also assume its obligation to use available equipment to its fullest advantage in heavily loading and promptly loading and unloading.

President Anderson appointed the following committees:

Resolutions committee: R. E. Jones, Wabasha, Minn.; Fred Zieske, Grunwald, Minn.; E. Blankenburg, Henry, S. D.; Nels R. Tacklind, Drayton, N. D., and T. G. Pieffer, Durand.

Membership committee: S. I. Miller, Detroit, Minn.; August Evert, Kennedy, Minn., and B. D. Bascomb, Clark, S. D.

Adjourned to 2 p. m., Thursday.

Thursday Afternoon Session.

Pres. Anderson called the meeting to order and asked the Nominating committee to report.

The recommendations of the nominating committee read by Chairman O. T. Johnson, Ihlen, were unanimously accepted by the Ass'n.

New officials chosen were pres. N. R. Tacklind, Drayton, N. D.; vice-pres., Otto M. Nelson, Hills, Minn.; second vice-pres., E. Blankenburg, Henry, S. D.; third vice-pres., Arthur Speltz, Albert Lea, Minn.; treas., H. R. Wallin, Marshall, Minn.

Directors chosen for three year terms were A. E. Anderson, Cottonwood, Minn.; T. F. Dahl, Minnesota, Minn.; N. R. Tacklind, Drayton, N. D., and J. F. Connor, Nortonville, N. D.

Importance of Terminal Markets.

William Dalrymple, who was to have talked on the Importance of Terminal Markets to the Country Shipper was unable to be present, so B. F. Benson, of Minneapolis, addressed the dealers on this subject.

A cordial greeting to the visiting dealers was extended by Mr. Benson in the name of the Minneapolis market. He then explained that at this time: We are all trying to find ourselves. Were it not for the transportation troubles and our financial problems, grain handling problems at terminal markets would not worry us.

Now is the time for the country shipper, the representative of the producer, to co-operate to the limit with the terminal market men so as to handle the grain trade in the best possible manner.

It is up to the country shipper to inform the producer of the problems that are before us because these problems are the producers' problems as well as ours.

He asked the dealers to look at the grain trade; to notice the narrow margin of profit on which it is conducted; look at the large volume of business and the keen competition that exists. He also spoke of the little loss that has been made and how the farmer and the producer are thus protected.

The average farmer does not appreciate the grain trade.

The grain man is not ashamed of his vocation. His work has justified his existence. The manner in which the grain trade functions is the cause of some satisfaction.

We hear considerable about persons wanting to get rid of big business. They think everything then will be all right. So long as we use our brains and co-operate with one another we will solve this and every other problem that confronts us.

We must be broad-minded and not think only of ourselves. It is vital that we be as unselfish and patriotic as in the past. No good will come from everlasting criticism.

Marketing the 1920 Crop.

Fred B. Wells, Minneapolis, spoke on The Problems Involved in Marketing the 1920 wheat crop. He said:

We were in a very critical period such as the trade had never encountered before. A clear understanding of the entire situation will insure a solution. Any investigation will show that grain is handled on a narrower margin than any other commodity.

On May 31, when government control was removed from the wheat crop there was no stable market and no credit for the movement

of the 1920 crop. We were confronted with three problems:

1. Lack of transportation.
2. Lack of a futures market.
3. Lack of finance.

Trade in wheat futures will be reopened on July 15 with delivery not before December. The reason given for this is because it is feared the transportation of wheat for local demand will take all necessary cars. Any attempt made to move wheat but by foreigners to the coast before that time would probably tie up transportation.

To help transportation Mr. Wells urged that grain carrying roads get as many of their own cars back and keep them on their own lines until the crop is moved.

Attention of the Interstate Commerce Commission should be brought by everyone interested in the marketing of grain. This would not be preferential treatment for the carriers because the success of every other line of business depends upon the ability of the farmer to pay his bills.

Finance depends upon the ability to hedge, and the banks are in favor of the hedging market.

Hedging.

Leslie F. Gates, pres. of the Chicago Board of Trade, spoke on Hedging.

Today the grain trade is more united than for many years past. There is but little jealousy or animosity among the grain men.

The public might need a talk on hedging. The producer might also need a talk on hedging. At first that it seems peculiar to think of an address to the grain man on "Hedging."

At a recent grain dealers meeting I attended it was shown that only 10% of the membership of that ass'n had been in the grain business for 10 years or more. Even some of the older dealers might have lost the habit of hedging.

What is Hedging? It is an insurance that insures the small dealer a profit in the handling of grain. Any one who handles grain knows that there is a risk in handling, which can not be avoided.

Two years of government control has caused a complaint that speculation has been encouraged. Usually speculation is deprecated.

Some people say that the lower price paid the producer is unfair to him. Some time ago a member of Congress who owned a farm directed that a certain amount of his grain be sold. Ordinarily the difference between the price paid by the elevator and the terminal market price was never greater than 12c per bushel. At his selling the difference in these prices amounted to 52c. This Congressman had an investigation made of the situation and found that the country elevator man had lost 3c per bushel before getting that grain to market.

Any control that interferes with the law of supply and demand brings its own penalty. The war has taught us a few lessons, namely:

That the elimination of future trading does not get away from speculation, but instead makes a speculator of every man who carries grain.

That the doing away with trading in future trading does not get away from wide fluctuations.

That we have never had such wide speculation as we have had during the past two years. Often within two weeks there has been a price change of from 40 to 50c.

Future trading has a stabilizing influence on the market.

Hedging originated as a result of the civil war. At that time the government made large orders for pork, usually in big blocks. Several individual buyers would get together and then take up contract for a large block of pork. They then would buy up the pork to fill this order. The same thing was done with orders for guns and ammunitions.

Following the civil war prices were the highest ever reached (except the last three years). This resulted in a stimulant to agriculture. The result was a downward trend in prices until 1885 when corn reached 20c per bushel. There is likely to be the same downward trend in prices after this war. Our agriculture will have to compete with the cheap labor of Argentine and Russia. Consequently in this competition it is our duty to do everything possible to keep up the prices to our producers. We must cut down the margin between the producer and consumer. We must re-establish the old machinery.

The upward swing of prices has just about been reached. They probably will begin to swing the other way now.

It has taken no ability to be in business the last few years. All one had to do was to buy and wait for prices to go up.

The novice has made the most money because he has disregarded all the established principles of merchandising. The time of real merchandising ability is to come.

Within the last 5 years operating expenses of elevators have increased 183%.

Anyone who has looked into the economic value of our present methods of handling grain or any man who has investigated the grain business believes in hedging.

The speculator is essential because we cannot compel every consumer and baker to buy grain when it is on a downward trend nor can we

compel the dealer to sell his grain when it is on an upward trend.

Hedging is the life of the grain business. It is a benefit to the man who does not use it as well as to the man who does use it because the future market makes for a steady market.

Chas. Kenning, a director of the Farmers Elevator Ass'n of Minnesota was the next speaker.

He explained that all dealers are interested in a common cause.

Erection of storage elevators on the eastern and southern coast was urged by Mr. Kenning so that cars would not be used for storage purposes.

Future trading is the only protection for the country elevator operator. Speaking of the proposed tax on trading in futures Mr. Kenning said that it would ultimately come out of the producer.

Every dealer should urge the farmer to sow better seed, take better care of his grain and educate the farmer to ways of producing a better crop. Talk that land is worn out and will not raise good crops is a poor excuse for poor grain.

Besides encouraging the farmer to raise better crops the dealer should put his grain in the best possible condition before shipping it to market. Because of trying to improve grain in our elevator last year we received over \$2,000 for the screenings we used to give away.

Dan O'Niel, of the Minnesota Railroad and Warehouse Commission, said that he recently sold some grain from his farm at a spread of 20c per bushel compared with a spread of from 10 to 12c some years ago. If the operating costs of handling grain have gone up as our speakers have told us, 183 per cent, this spread is fair enough.

With speculation there is always fear that the speculator will forget the public and go too far.

Reporters can destroy a crop in Argentine by weevil over night or can flood the fields of the west by a shower and thereby influence prices of grain.

We should prohibit dealing in wind so that one with a few dollars who probably does not know wheat from barley cannot go and say "sell" 10,000 bus. of wheat or other grain.

N. R. Tacklind: Will Mr. O'Niel give his idea of how he would penalize trading by other than owners of wheat and if it would be along the lines of the bill now up in congress?

Mr. O'Niel: The bill in congress is brought up in connection with the soldiers' bonus as a means to get money for the soldiers.

A dealer: The present bill will hurt the honest man as well as the speculator.

H. N. Owen: How would Mr. O'Niel frame a bill to stop dealing in wind? What would he do then?

Mr. O'Niel: I would have a commission determine whether or not the man making a transaction had any grain or was engaged in the business.

Mr. Kenning: Something that might interest dealers I found out this morning here in Minneapolis about cement. No cement can be shipped out of this city unless it is to be used in the construction of good roads. I think that the construction of a foundation of an elevator is of more importance than road construction.

Adjourned to meet Friday afternoon.

The Banquet.

A banquet and entertainment were provided in the West Hotel for the visiting dealers by the Minneapolis Grain Commission Merchants' Ass'n on Thursday evening.

After a well served 5 course dinner cigars were passed and the evening's entertainment began.

Music was provided by a tireless 6 piece orchestra.

Toastmaster Leroy D. Godfrey, pres. of the Minneapolis Grain Commission Merchants' Ass'n, opened the evening by welcoming the dealers to Minneapolis. He impressed upon

the dealers that the many problems of transportation and of finance can only be solved by co-operation. We must all work together and we want to see the Tri-State Grain Shippers Ass'n grow.

C. T. Jaffray, pres. First National Bank of Minneapolis, the largest bank west of Chicago, gave a most interesting explanation of the financial situation in the Northwest. From his address we take the following:

The Financial Situation in the Northwest.

In my 30 years as a bank officer the financial problem of today is the hardest problem. I have had to figure out.

Twenty-five years ago Minneapolis banks had deposits of \$25,000,000 and a capital of \$4,000,000. We handled the crops then with no Federal Reserve Bank to borrow from.

Now our banks with deposits \$135,000,000 and a capital of \$25,000,000 are not flush and are heavy borrowers from the Federal Reserve Bank.

The Federal Reserve Bank reports that it will advance money to the limit to finance the new crop movement.

Our chief problem today is cars because Minneapolis banks can not advance money above the capacity of the country grain elevator to ship grain.

Every dollar of credit to the farmer means five dollars credit. When a farmer buys from a merchant and has not the money that farmer owes a dollar. The merchant borrows that dollar from the country bank. The country bank borrows from the Minneapolis banks. We in turn borrow that money from the Federal Reserve Bank.

Our banks are heavy borrowers from the Federal Reserve Banks. Unless we get our money back from country banks we cannot do much for the movement of grain.

The country banks are tied up. Now unless the farmer pays the cash to the merchant, the merchant can not pay for his goods.

It is up to the dealer to use his influence in his community. He must start a back fire. The dealer must impress upon every merchant that he must tell his jobber, his supply man and other persons he does business with that they must take up the fight for more cars for moving grain. The merchant must explain to these men that the farmer cannot pay bills or buy anything unless he sells his grain. This farmer cannot sell his grain unless he has cars in which to move it. This must also be made clear to the farmer.

I advise that this Ass'n appoint a strong com'tee to carry on this work.

Unless this is done and unless cars are furnished dealers can expect no assistance from Duluth and Minneapolis commission men. We have not got the money. We must first get our money from the country banks.

I am convinced that no more money can be advanced by Duluth and Minneapolis commission men than to start the first car of grain to market.

Washington thinks it selfish that grain men want all these cars. The grain dealer's profit is nothing to what the country will lose if the grain is not moved.

The far reaching effect as a result of non-movement of grain can not be imagined.

It is up to the dealer to insist the farmers, bankers, merchants and the merchants supply men make an appeal for more cars for grain movement so that the merchants and farmers can pay their bills and so the country banks can even up.

Minneapolis banks now owe \$20,000,000 to the Federal Reserve Bank. We can not borrow \$30,000,000 more and then have to wait indefinitely for the grain to move to market.

Asher Howard, formerly in the grain business in Minneapolis and now a member of the Minnesota Legislature, delivered an eloquent address on the Radical Movement in the Northwest.

He compared the Non-Partisan League of North Dakota to the carpet baggers of the south after the civil war.

False arguments made by Non-Partisan leaders to get the North Dakota farmer behind the movement were explained.

Farmers are told that a larger amount of No. 1 grain goes out of Minneapolis than goes in. The farmer is led to believe he is being swindled. Farmers are not told that this grain is cleaned and conditioned in Minneapolis to make a better product at a considerable cost.

Mr. Howard told of how Senator La Follette knowing the facts to be false published in his magazine a story of how considerable more wheat went out of a certain lake port than went in, not having allowed for quantity milled.

Such statements are being passed on to the

farmer to gain his support for a socialistic Non-Partisan League in North Dakota and other northwestern states.

Retiring President Anderson of the Tri-State Ass'n made a short address in which he explained the phenomenal growth of the Ass'n since its organization by 12 men almost three years ago. He also announced that membership during the past year had doubled. Mr. Anderson in introducing the new president said that the position required considerable time, thought and work and the new president was better fitted for the position than he.

Nels R. Tacklind, the newly elected president, speaking of the Ass'n, said:

Continued success of this Ass'n depends not so much upon the president but upon the co-operation of the members with the directors and officers of the Ass'n. He then explained that line companies and co-operative companies were not the powers in the grain business that they had been years ago and upheld the independent dealer as a community upbuilder and a neighborhood booster.

Friday Afternoon Session.

Pres. Anderson started the Friday afternoon session by introducing W. T. Tyler, vice-pres. of the Northern Pacific R. R., from whose address on the railroad situation we take the following:

The Railroad Situation.

The railroads of no section of the country are better equipped to handle grain than the carriers serving the Tri State Grain Shippers Ass'n. They have the cars, the roadbed and repair shops. The northwestern carriers own more than their share of the total number of cars.

These carriers of the Northwest are today prepared in every way to handle freight except for the cars.

Never were these carriers more poorly prepared with cars than this year. We have not our own cars and we have not an equivalent number of foreign cars. I wish to tell you why and how came this condition.

Start with 1914. Never before that time did the railroads of the United States fail to keep ahead of the growth of business.

American railways provided better service at less cost than did railways of any other country. In 1914, when the war broke out, railways were progressing on their usual basis.

One hundred and twenty thousand freight cars per year were necessary to make up the loss of cars by destruction, age and becoming obsolete. New cars were being ordered to meet the increase in business.

In the fall of 1914 there was a large slump in business. Consequently very few cars were needed and few were built in 1915.

Conditions began to improve in 1916 and orders for the normal number of new cars were placed. Before these cars were delivered we entered the war. Car construction stopped because lumber and metal were demanded by the Government. In many instances car construction plants were used by the Government for the manufacture of munitions and war necessities.

In 1917, cars became concentrated in the East. Cars were off their home lines. They were under load along side tracks of foreign lines. They were not repaired as they should have been. Repair work was practically stopped until 1918.

The blockade of 1917 is called the railway breakdown. I was immediately called to Washington for service with the American Railroad Administration so feel qualified to speak of this breakdown. The railway breakdown can be compared to the breakdown of French churches and cathedrals under German gun fire. These churches were not built to be forts and went to pieces.

Railways of the United States were built to handle certain peak loads of business. Because of the war new and unforeseen loads were placed on the railways. The government had numerous officials empowered to require priority movement. The lines reached a point where they could not move. Under the law they still had to take freight.

When the U. S. Railroad Administration started to straighten things up it exercised an authority denied to the individual roads. It declared an embargo against the movement of non-essentials and prohibited the movement of essentials when the consignee was not ready to unload. The administration set aside every law regulating the railways. It was the only way the situation could have been untangled. Up to the time of the armistice railways were devoted to the transportation of war necessities, other business was handled later. This permitted the movement of food and feeds. Non-essentials were not moved.

Mr. Hines and Mr. McAdoo say they received the warmest co-operation and faithful service from railway officials.

No man laid down; but did everything to the best of his ability. Remember these same men

have control now who operated the roads prior to and during federal control.

During federal control equipment became widely scattered. It was true on the N. P. and on all other lines.

The N. P. owns 28,000 box cars for handling grain. If these cars were on our rails today 27,000 cars would be made fit to carry grain.

Today there is on our lines 4,000 of our own cars and 11,000 foreign cars. Included in this 11,000 cars are many of southern lines built for carrying watermelons and other fruits, many from Northeastern roads built for carrying potatoes and southwestern railway cars built for carrying lumber. No repairs except a general rebuilding would fit these cars for grain. I doubt if these 11,000 foreign cars could be made fit to carry grain. This percentage of foreign cars on other lines is about the same.

Prior to government control the N. P. prepared for the movement of grain in June by repairing and cooping the cars as they came to the terminals at Minneapolis and Duluth. If these cars were unloaded on lines other than the N. P. they were returned to us. Today if we fit up and rebuild one of these 11,000 foreign cars and it gets on another line in Minneapolis or Duluth that car is subject to eastern loading and is lost to us.

By next year a way may be found to correct this problem so that cars will come back home.

After the armistice there was a period of slack business during which the railways could have been put back on a normal basis. They should have been given back then. Instead they were held thru 1919. During this time no steps were made to buy new cars and as the cars were not on their home lines no attempt was made to repair them.

It is impractical for the N. P. to repair a N. Y. Central car. Repair parts are not always interchangeable; our employees do not take the same interest in repairing a foreign car.

The period of Government control from Nov. 11, 1918, to Mar. 1, 1920, was nothing but a period of marking time.

The railroad administration had its hands tied because of no appropriation. Very few new cars were ordered compared with 250,000 cars which normally should have been ordered in this period.

When the roads were returned everything was practically tied up because of the terrible storms.

These are some of the situations which confronted the railway officials when we took the roads back last March.

Since then we have had numerous strikes. The present outflow strike I am told by my workers is only an attempt by the I. W. W. to break up the old railway labor organizations and form one big union not only of railway workers but of all workers.

These strikes are more serious than understood by the public. It has tied up the terminals. It has been felt in every terminal. Today we are not getting empties from the east like we should.

I wish we could say we are prepared to handle your grain. We are prepared in every respect except as to cars. The car shortage will be worse this year than ever before.

Last year avenues of traffic were all open. Terminals were not congested. The permit system was in force. I think this system will return.

There is a 500,000 car shortage. This includes the unfit cars now in service which have about one trip left in them.

All must co-operate: To return to normal will take from 3 to 4 years. We will get nowhere by blaming one another. We must co-operate with each other and make the best of things.

We are recovering from the war. We are in a period of reconstruction and it is the duty to use every car to its utmost. Everyone must avoid holding cars and get his car unloaded and back into service. Frequently cars are held in Minneapolis waiting for disposition longer than it would take for that car to go back to North Dakota and bring back another load of grain.

Cars during 1918 carried an average car load of 4 tons more than our cars are carrying today because of the co-operation of the shippers with the carriers during the war. Shippers must know the situation and they should use cars to the best advantage.

Shippers must know that the money spent by the Government on the railways during Federal control was for maintenance.

Shippers should know also that the railways must find finance, material and labor with which to build cars. Materials which were to be de-

livered in June to use for cars we are told will now not be delivered until September.

We can make the best of this situation by co-operating with one another.

R. E. Jones, Wabasha, Minn., advised the dealers not to load up with large amounts of grain, but to be conservative in their buying because of the car situation. Some say we should buy grain from the farmers and hold it until we get cars. I advise no one to store grain like this because of the loss by shrinkage. New grain will shrink from 5 to 10%. Let the farmer hold the grain. Your bank balance will look better to you in the months to come than an elevator full of unshippable grain.

E. H. Moreland, sec'y Tri-State Mutual Grain Dealers Fire Insurance Co., explained the "Benefits of Mutual Fire Insurance." His address is published elsewhere.

L. Hylden: Mr. Moreland, how do you figure the value of grain destroyed by fire?

Mr. Moreland: You are reimbursed for destroyed grain the same amount you would receive for that grain on track at the time of fire.

The report of the auditing com'tee showed that dues collected up to July 1, 1920, amounted to \$1723, disbursements \$1118.59, leaving a surplus on hand of \$604.41.

The new president N. R. Tacklind expressed hope that in future meetings there would be more open discussion among the dealers for it is by the exchange of views that we learn.

R. E. Jones of the resolutions com'tee read the following resolutions which were unanimously adopted:

Resolutions.

Resolved: That the Tri-State Country Grain Shippers Ass'n extends its appreciation and thanks to the Minneapolis Grain Commission Men's Ass'n for their banquet, entertainment and instructive program.

Business Activities Bureau of Markets.

Whereas, The continued activities of the Department of Agriculture of the United States Government along the line of invasion of private business, particularly thru the activities of the Bureau of Markets; and,

Whereas, These activities are becoming more and more apparent and widespread, and evidencing more and more a determination on the part of the Department to substitute the political middleman for the commercial middleman; therefore, be it

Resolved, That the Tri-State Country Grain Shippers Ass'n in convention assembled at Minneapolis July 7, 8, 9 call upon the Department of Agriculture at Washington to cease its commercial activities and confine itself to the proper functions of the said Department, which said functions in no way relate to trade or traffic in farm products, but relate wholly and solely to production.

Resolved, That it is the conviction of this Association that the Department of Agriculture of the United States Government in its proper activities is one of the most valuable institutions of this Government when it performs its proper functions of scientific investigation and instruction, but that it is a menace both to the good of the producer and private business when it departs therefrom.

Resolved, That a copy of this resolution be forwarded to the President of the United States and to the Secretary of Agriculture.

Oppose Reduction of Space Above Grain in Car.

Whereas, It has been proposed by the consolidated Classification to change the car lot minimum rules by substituting 30 inches for the 24 inch space between the top of grain and the top of car.

Resolved that we oppose any change in the rule. To further reduce this space to 24 inches would impose a hardship on the shipper, and would give the samplers excuse to refuse to issue clean certificates, because many cars loaded under the 30 inch loading rule are marked "Too Full for Inspection" and any reduction of the 30 inch limit would accentuate this evil.

Daily Closing Prices.

The daily closing prices of oats and corn for September delivery at the following markets for the past two weeks have been as follows:

| SEPTEMBER OATS. | | | | | | | | | |
|-----------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| | 25 | 26 | 28 | 29 | 30 | 1 | 2 | 3 | 6 |
| Chicago | 84 3/4 | 86 3/4 | 88 3/4 | 87 1/2 | 85 3/4 | 85 3/4 | 83 3/4 | 81 3/4 | 81 1/4 |
| Minneapolis | 78 3/4 | 80 3/4 | 82 3/4 | 81 3/4 | 81 | 80 3/4 | 79 3/4 | 77 3/4 | 76 3/4 |
| St. Louis | 85 1/2 | 87 1/4 | 88 1/4 | 87 3/4 | 86 1/2 | 86 1/2 | 86 3/4 | 81 | 79 3/4 |
| Kansas City | 83 1/4 | 85 | 87 | 86 | 83 3/4 | 84 1/4 | 83 1/4 | 81 | 79 3/4 |
| Milwaukee | 84 3/4 | 86 3/4 | 88 1/2 | 87 1/4 | 85 3/4 | 85 1/2 | 83 3/4 | 82 | 81 3/4 |
| Winnipeg | 98 1/4 | 100 1/4 | 102 1/4 | 100 1/4 | 99 3/4 | 97 3/4 | 95 3/4 | 93 3/4 | 89 1/2 |
| SEPTEMBER CORN. | | | | | | | | | |
| | 171 | 169 | 169 1/2 | 171 | 173 | 170 1/2 | 168 1/2 | 165 1/2 | 162 |
| Chicago | 167 1/2 | 169 1/2 | 172 1/2 | 171 1/2 | 174 1/2 | 173 | 170 1/2 | 168 1/2 | 165 1/2 |
| St. Louis | 165 1/2 | 168 1/2 | 171 1/2 | 169 1/2 | 166 1/2 | 167 | 167 | 161 1/2 | 157 1/2 |
| Kansas City | 165 1/2 | 168 1/2 | 171 1/2 | 169 1/2 | 166 1/2 | 167 | 167 | 161 1/2 | 157 1/2 |
| Milwaukee | 167 1/2 | 169 1/2 | 172 1/2 | 171 1/2 | 169 1/2 | 169 1/2 | 166 1/2 | 163 1/2 | 160 1/2 |

Ohio Dealers At Cedar Point

The Ohio Grain Dealers' Ass'n combined business with pleasure at its forty-first Annual meeting, held June 30 and July 1 at Cedar Point, on Lake Erie. Excellent Summer weather, a fine bathing beach, music and dancing made the meeting a most enjoyable one from the pleasure standpoint, while the instructing, educating and encouraging speeches and papers read before the meeting made this gathering of Ohio dealers well worth while from a business stand-point.

The meeting was called to order at 10 a. m. by Pres. O. W. Cook of Columbus, introducing Jas. A. Ryan who welcomed the visitors to Sandusky and Cedar Point.

Geo. E. Stephenson, Rosewood, gave the response to the address of welcome. The President's Annual address followed.

President Cook's Address.

Especially at this particular time we view with much elation the long tenure of our existence as an active Association, for it we turn to that page in the Book of Experience which enumerates the assigned annual tasks of an Association such as ours, and then multiply that quantity by forty, through the use of a sixth special sense we may get a slight conception as to the volume of the work executed by this Ass'n since 1880.

Today we also look with pride on our record during this long period; for no animate commercial organization can function so long unless there has been delivered, in its operation, a service in some form commensurate with the sacrifice of time and money given in its behalf. Very surely it has served an apprenticeship as a pioneer that blazed the way through the dense Forest of Uncertainty, under banners glowing with ideals prejudicial to no person or class—ideals which have demanded equitable business relations as between the commercial negotiators in channels through which farm products flow from producer to consumer.

Inasmuch as we are now facing an unknown journey through a very broad and uncertain field of reconstruction, the ever-prevalent post-war era, naturally we will be confronted with conditions more or less chaotic; but let us in the armor of the optimist grasp opportunities, lay our plans as near as humanly possible, and in the darker hours of our journey over this uncharted path, with head erect, eyes cast forward, press onward, giving such recognition to Old Ghost Deflation as warrants him in understanding, that we were expecting to confront him, that we had taken Time by the forelock, and fully prepared ourselves to disregard and abate to some extent his environment and influence.

In grasping about for remedial assistance on our journey, is it not best to place confidence in the stabilized financial system of the greatest, richest and best Nation on Earth? With this and the confidence that we repose in the judgment of our capable business men of this Country we have a tangible working policy which will pilot us safely to a safe sound normal period. We much rather court such proceedings than to feign that, as a necessary means to the desired end, we must experience commercial abrasions and the excruciating pangs in the remedy known as a panic.

Recently we have seen the passing of the three-year Federal control of wheat, together with the price guarantee, and therefore, wheat is now amenable to economic law before it reaches the consumer. It is to be hoped that we shall be given the advantages offered by our Boards of Trade for hedging contracts in the marketing of this cereal at such a time as will best serve the interests of the public. In the meantime, unless unseen disturbing elements arise, it is very probable that the short acreage, domestic and foreign demand will carry us over without serious fluctuations. Until we again get that service, it goes without saying that grain men must exercise extreme caution in handling the early receipts of this crop.

Car shortage is daily adding weight to the heavy fetters borne by dealers, and about all we can say now is that every effort is being made by commercial organizations of this country to get relief at the earliest possible moment. This, however, cannot be attained at once as it requires both time and money to build rolling equipment, and we must necessarily expect to experience this hazard for months to come.

The successful grain man must, as usual, have or tender ample credit to cover the purchase of his merchandise, and in a period of reconstruction, this essential factor should be jealously guarded, for the consummation of gain or loss in our business is contingent, more

or less, on this element, and whether or not it is advisable, in lieu of a reasonable supply of cars at harvest time to make heavy purchases of grain, especially wheat, this matter should have the serious consideration of every dealer, as we have no guarantee of the retention or subsequent increase of purchasing values other than hedging in the future market; so again let us suggest concentrating such efforts as will best affect the immediate future of our business.

All want to be successful so long as we can acquire success legitimately, and we also desire to pursue this policy only to a point where we are safe from the effects of "diminishing returns." No less a personage than our Hon. Edwin T. Meredith, Secretary of Agriculture, says:

"The more we work, the more there is; the more there is, the more to divide. Only as all of us do our part will we contribute to this result."

Factors for Success.—We cannot resist exploiting at this time a few little factors that seem indispensable to the successful Grain Dealer, such as sociability which encompasses his relations with his patrons and his competitors. Our associations offer us a play ground just for this purpose. Honesty to himself in exacting a living profit; honesty to his patrons who should be given full monetary consideration for their products based upon equitable grade and market value.

Every Grain Merchant should pride himself on keeping in close touch with the matter contained in our trade journals. We should subscribe to and study these periodicals, for in them we find vital matter pertaining to Trade Rules, Court decisions, Crop Reports, Statistics, Local News, cases of Arbitration, etc., indispensable information for an up-to-date Grain Man.

Certain factions of our people are so constituted, that regardless of how near perfect may be that form of Government over them, dissension, disloyalty and the spirit of revolution dangerously predominate. The turmoil and state of unrest of a post-war period provides a hot bed for such growth even in a perfected form of Government such as ours, under the protection of which we breathe the air of Freedom. Let us be vigilant and ever ready to register our protest against such pernicious propaganda in this Country. Personally we are in favor of sufficient legislation to obliterate this element regardless of the method, and that we construct and maintain a device—for convenience, let us call it an "immigration screen" the meshes of which shall be so closely woven as to prevent any of this undesirable class from passing through it and landing on our sacred soil.

Let every Grain Man incorporate in his commercial procedure, as a part of his working standard that we hope not exclusively for remuneration alone, but that we give some thought to the ideal that expenditure of personal, mental and manual force ultimately converges into a satisfying resultant force, namely: Service to Humanity.

"Uncle Joe" McCord, Columbus, read the following report of the Sec'ty-Treasurer:

Sec'y McCord's Report.

During the past seven month the duties of your Secretary have been administered on his part with much stress and interruption on account of his continued illness. However, owing to the kindly aid of President Cook, who is located in business very close to my office, and with the assistance of Miss Welper, who has served the Association for many years as assistant to the Secretary, the affairs of the Ass'n have been efficiently and ably conducted.

President Cook has devoted much time and effective effort in the work, other than the duties of his office. For myself, and voicing the sentiment of our membership, we owe to him a debt of gratitude that cannot be paid by words of appreciation; he has lightened the burden that has rested on my shoulders, he has relieved me from anxiety for the welfare of the Ass'n during the months of physical weakness through which I have passed. Many of our loyal members have rendered personal service in the work, and many have by personal call, by letter and verbal message brought sunshine and pleasure to me during the long days of waiting.

We are about to enter a new era, a new epoch in the Grain Trade; drastic governmental regulation is of the past; history has been made that will serve us well as example and precedent; we come again into our own, we can by united effort build up a big strong structure, greater than has ever before been the larger factor of the commercial activities of the country; let us all do our very best with

all the honor, integrity and dignity we possess.

TREASURER'S REPORT. RECEIPTS.

| | |
|---|----------------|
| June 16, 1919—Balance on hand | \$ 60.98 |
| Membership fees from 16 new members | \$ 160.00 |
| Received from dues | 1,845.00 |
| Deposits for arbitration cases .. | 90.00 |
| 2 years' subscription to "Who Is Who" | 1.00 |
| Sale of membership lists | 4.00 |
| | <hr/> 2,100.00 |

Total receipts, including last year's balance

\$2,160.98

DISBURSEMENTS.

| | |
|--|----------------|
| Paid Secretary arrears on last year's salary | \$ 100.00 |
| Secretary's salary for this year | 500.00 |
| Stenographer's salary—54 weeks at \$7 | 378.00 |
| Office rent—12 mos. | 66.00 |
| Telegrams | 8.34 |
| Postage | 54.00 |
| Printing and stationery | 96.95 |
| Incidentals—Badges, trophy, etc. | 52.70 |
| Affiliations to Grain Dealers National Ass'n | 261.00 |
| 1 yr. dues to U. S. Chamber of Commerce | 10.00 |
| 1 yr. subscription to Traffic World | 10.00 |
| Arbitration Committee fees in 6 cases | 82.00 |
| Traveling expenses—Sec'y .. | \$22.00 |
| Traveling expenses—C. M. Eikenberry, Pres. | 27.79 |
| Traveling expenses—E. C. Eikenberry, Delegate to Chicago | 24.19 |
| Traveling expenses—O. W. Cook, Pres., to Chicago. | 27.06 |
| | <hr/> 101.04 |
| | <hr/> 1,720.03 |

Balance on hand June 29, 1920

\$ 440.95

Pres. Cook appointed the following com'tes: Resolutions: L. W. Dewey, Blanchester; Henry L. Goemann, Mansfield; W. S. Cook, Columbus; Geo. E. Stephenson, Rosewood; and A. M. Daugherty, Derby.

Auditing Com'te: A. H. Cratty, Columbus; Tom Stephenson, Maplewood, and W. F. Heffner.

Sec'y McCord extemporaneously paid the tributes of the Ass'n to the members who had passed away since the last meeting.

Adjourned for luncheon.

Wednesday Afternoon Session.

The Wednesday afternoon session was opened by singing, led by Fred Mayer of Toledo and W. W. Cummings at the piano.

Pres. Cook appointed the following Nominating com'te: J. H. Motz, Brice; D. R. Risser, Vaughnsville; Phillip Horn, Monroeville; O. P. Hall, Greenville, and Harry Rapp, Sabina.

Charles Quinn, Sec'y of the Grain Dealers Nat'l Ass'n, addressed the meeting on general topics of interest. From his remarks we take the following: It is an idle pastime to predict what is likely to happen in the grain trade in the future. We all know prices are high and we all know that economists who discuss the subject of future trend of prices and the reasons for the high prices of commodities, all disagree on many points but they generally wind up with the tune "More Production." This is true and it is just what the country needs. The situation is bad, but I believe you will agree with me that we all feel a little more certain of the future than we did a year ago. One year ago a revolution was almost imminent but the feeling is a little better now.

As to the work of the Nat'l Ass'n, there are two big things we have undertaken. These are, first, contracts for the maintenance of side-tracks and leases on property with the railroads. The railroads attempted to throw all the responsibility on the shippers during the recent railroad administration. The other important thing the Nat'l Ass'n has up at this time is the liability of telegraph and telephone companies for delay or error in transmission of messages.

As to the increase in freight rates, we are not opposed to an increase to meet the railroads' increased cost of operation, but what

we are fighting for is a promise of at least thirty days' notification before the change, so we will be able to discharge grain contracts without loss due to change in freight rates. We have not succeeded in getting a definite promise in this matter, so I advise you to make all contracts subject to change in freight rates.

Henry L. Goemann, Chairman Transportation Com'te of the Grain Dealers Nat'l Ass'n, talked on transportation matters. In the course of his remarks he said:

Docket 9009, which contains the report of a hearing before the I. C. C. on loss and damage claims, is an important victory for the grain trade. This docket clearly defines the term "adequate scale facilities," which has long been a question of discussion. It is now only necessary for the shipper to prove that he loaded the amount of grain claimed, and to further establish the fact that his scale facilities were in good condition and up to requirements. Altho this docket has nothing binding in it, it has created the definition of adequate scale facilities and will be a great help in facilitating settlements of claims.

Altho the war measure for loading cars as established by the Railroad Administration is still in effect, the railroads are trying to get a permanent ruling for a 24" minimum loading of grain cars, which would mean a revision of the present rule of 30" minimum. I have very strenuously opposed this proposed change on the grounds that 24" would not give sufficient space for proper inspection of the car of grain upon arrival at terminal or other destination. We will have a decision on this matter shortly.

If you have a shipment of 40,000 lbs. to make and a 60,000 capacity car is delivered to your elevator for loading, you will be penalized for not loading the car to capacity. I advise that you order the capacity car you need and refuse to load if you do not get the car wanted.

Docket 6562: It is difficult to get a hearing and bring these matters to a head in Washington. For years we have been fighting the railroad leases and contracts for construction and up-keep of side-tracks. Do not sign the leases the railroads now wish you to sign. If they threaten to give you no switching if you do not sign, then sign with the added condition that the findings of the commission on the construction of new side-tracks, rental of lands, maintenance and up-keep, and the liability feature of the act shall bear on the contract you are signing. In this way you will be safeguarded. However, the railroad contracts vary, some being more liberal than the others, and it is more or less a question of knowing the situation on your especial road.

The tremendous shortage of box car equipment cannot be relieved for several years. The building capacity of all the car manufacturing plants in the country is 100,000 box cars per year. In the meantime old box cars are becoming run down and the equipment generally is deteriorating rapidly, especially of cars fit for grain. To give you an idea of how long it will take the railroads to catch up on equipment and what the expense involved amounts to, let me read you a paragraph I noticed on the back of a New York Central Time Table.

"The New York Central expects to spend \$48,318,300 in securing the following equipment during the next twelve months: 196 locomotives, 4,000 all steel box cars, 4,000 coal cars, 994 stock cars, 250 refrigerator cars, 11 mail cars, 105 all steel passenger cars, 80 all steel baggage cars, 30 milk cars, 12 all steel combination cars, 15 multiple unit electric passenger motors, and 12 all steel dining cars."

For my own information I would like to know from you gentlemen if the rule of the Railroad Administration under date of Sept. 16, 1919, requiring reports every Saturday from shippers of the amount of grain ready for shipment, and a weekly report showing the number of cars needed, is still being enforced. (Shippers from the B. & O., Wheeling & Cincinnati, Erie Ry., Big Four and other roads reported that the order was no longer being enforced.)

Mr. Goemann: Are you shippers in favor of the rule as it was formerly enforced?

Sec'y McCord: I believe the rule a good one, for the scoop shoveler has been hurt by it. It's a sure cure for scoopers.

A dealer: I do not think there is any uniformity in distribution of cars at country points. I think the rule a good one.

Mr. Goemann: Then I take it that you gentlemen are in favor of the rule. I merely wanted to know where I could serve you best. Another matter I would like to hear discussed is the liability of telegraph and telephone companies for error, delay or loss of message in transit. I am going to a conference in Chicago tomorrow on the matter and on July 26 a hearing will be held in New York. As you know now the liability of the telegraph and telephone companies is limited to \$50, which is no compensation for loss likely to occur thru delay or error.

The plan I am going to suggest is similar to insurance. The telegraph and telephone companies are now classed as common carriers by ruling of the I. C. C., and they shud be liable for the full valuation of loss the same as the carrier of merchandise. I am going to propose a plan

whereby the sender of the message affixes its valuation and pays insurance on the following basis: 1c for \$500, 2c for \$1,000, 3c for \$1,500, 4c for \$2,000, 5c for \$2,500, 6c for \$3,000, 7c for \$3,500, 8c for \$4,000, 9c for \$4,500, and 10c for \$5,000. Then he must pay 5c for each additional \$5,000 up to \$50,000. The sender would affix the valuation and telegraph company would be liable for that amount.

Under this plan all classes of messages would come under a liability clause; and there would be only two forms of liability. Class A would be the present message with limit of \$50 to be continued at the present rate, intended for social messages.

Class B would be an insured message for business men whereby the sender elects the amount of insurance he desires.

The business man could use the present form of limited liability on much of his business not requiring insurance.

As representative of the Grain Dealers National Ass'n, the Millers National Federation and the Corn Millers Ass'n I am going to suggest at the hearing July 26 that the Interstate Commerce Commission make an order tentative for a year, requiring the wire companies to make a record of insurance paid and the losses due to making good errors by payment of damages. The Commission then to determine from the report of the companies what will be a just rate for this insurance.

I would like to have the meetin' pass a resolution endorsing this plan.

A. H. Cratty, Columbus: Wud not this plan delay the message?

Mr. Goemann: Not thirty seconds.

Dealer: Would this apply to code messages, too?

Mr. Goemann: Yes.

Mr. Quinn: Who is liable for poor writing in a message? And who can decide whether the message was legible or not?

Mr. Goemann: Better use a typewriter on important messages and be safe.

E. C. Eikenberry, Camden, O., delivered an interesting discourse on the Law of Supply and Demand and some of the Political Conditions Surrounding the American Business Man. From Mr. Eikenberry's talk we take the following:

One great law underlies the orderly arrangement of business. When business is unordered, due to war influences, the great law becomes distorted. This law of Supply and Demand is the only law underlying business. All merely rests on time when the law becomes distorted, thru unnatural influences, regulations, price fixing and unfair restraint. The law is directing transportation, is directing the flow of exchange, is directing the value of commodities, and is immutable and will inevitably reassert itself. When you will consider how the arrangement came about you must revert back to the fundamental law of Supply and Demand, and you will find it a simple law rather than a complex one.

When I speak of political conditions I do not mean national or party politics, but international politics as they affect the trend of great events. I refer rather to the political influences obstructing the return to the natural course of trade. A blockade during war is only to disrupt the law of Supply and Demand and starve out our enemies. It is our duty to facilitate the operation of this law by wise legislation. The first essential, therefore, is a legislative body, and I am sorry to say that the legislative arm of our government is fast losing prestige, because it has failed to reorganize itself.

A thorough reorganization of Congress is imperative. Congress has become an adept at two things, shifting responsibility and bending every issue to make out of it a political expediency. I do not believe political parties are necessary for the safety of our country. Our government must resort to experts in its department and also create a governing class.

Increased Production: There is a great agitation on for more production, but I am not so sure that over-production is not worse for the country than a scarcity which brings with it high prices. I believe we shud all give close study to increased production and its results. A study of the trend of exports of agricultural products for the past fifteen years shows that Europe is yearly becoming less dependent on our farm products. Therefore, I say that over-production may prove a serious matter for the country.

H. P. Miller, Sunberry, director of the Farmers Cooperative Ass'n of Ohio, was called on by Pres. Cook. Among other things Mr. Miller said the movement for a national organization of farmers was sweeping the country. The law of Supply and Demand is entirely too slow for the present times, it is out of date and impractical. The four principal things the farmers are organizing for are: 1st, To have their own group, 2nd, Education, spreading of a general understanding

in all classes; 3rd, Legislative Program, and 4th, a more economical system of Distribution.

Adjourned to Thursday morning.

Thursday Morning Session.

R. T. Miles, Grain Supervision Office, Chicago, read the following paper on Grain Inspection, Past, Present and Future:

Dealer: What percent of appeals are sustained?

Mr. Miles: A majority of appeals made by shippers change the grade, because a man is reasonably sure that he is right before he appeals a grade.

Fred Mayer, Toledo: Has the rule been changed to allow a man to appeal a grade on intra-state shipment?

Mr. Miles: No. There cannot be an appeal on intra-state shipments, altho I would like to see the law changed to allow this.

Mr. P. E. Goodrich, Pres. of the G. D. N. A., invited all the grain men present to go to Minneapolis on Oct. 11, 12 and 13 to attend the meeting of the Nat'l Ass'n. He then read a paper on general conditions, from which we take the following:

The Outlook.

We attend these meetings not for financial gain, but to meet our fellow grain dealers and exchange ideas. We are anxious to learn all we can in regard to our business. Never before did we have the dangers to meet as now.

The war has deranged our business as all others. Profits have been large on account of an almost perpetual advancing price. It has required no especial skill or business judgement for country grain dealers to make money. In fact, those who have discarded the policies of a lifetime and not been guided by past experiences have made the most money.

It has only been necessary to fill your houses with grain, not sell it, and then abuse the railroads for not furnishing cars, which in your heart of hearts you were not sorry that they did not furnish equipment, as the inability of the railroads to furnish cars made you a greater profit than you ever before dreamed of. This made you careless of your buying margin and in fact the great bulk of the farmers' grain in the surplus grain states has been handled with little or no cost to him, the rise in price taking care of all that and leaving a liberal profit to the shipper.

We have no assurance that these conditions will continue and all signs plainly point to the coming of a different state of affairs. It may not come in time to affect us in handling the coming wheat crop, but it cannot be far away. So it behooves us to look into our business carefully, go over our budget of expenses thoroughly and cut them down to the lowest possible notch so as not to lessen our ability to promptly take care of the business properly that comes to us.



O. W. Cook, Columbus, O.,
Re-elected President.

Less than thirty days ago Kansas sent out a cry that they could never cut and harvest their immense wheat crop on account of the shortage of labor. But they are doing it and on the tenth of last month more than five hundred men were refused transportation out of Kansas City to the Kansas wheat fields because the wheat growers had more help than they could use and were actually turning labor away from their farms.

A short time ago it appeared to be the universal opinion that cotton could not go down, but it did; silks were to be no lower, but they are; hogs could not be produced for less than twenty cents, but they are selling for much less. It was said cattle would remain high in price for years, but they came down. It was also said that wool would remain high in price for a long time, but now no one cares to buy it, and low grade wools can hardly be sold at any price.

So we may be facing the same condition in the surplus grain grown on our farms and it behooves us to study the cost of handling grain under present conditions. Our elevators have more than doubled in value in the past five years. Every item of expense has advanced from one hundred to four hundred percent. The hazard of ownership has vastly increased. It is much greater in handling \$2.60 wheat than 85c wheat, and \$1.75 corn than 75c corn, or in handling \$1.00 oats than 40c oats.

If the same fate awaits grain that overtook wools, silks, cotton, hogs and cattle, and the car supply is to remain as inadequate for the next twelve months as it is now, then the chances of loss are not so great. But with the banks refusing credit to a great many lines of business, with interest rates necessarily higher than grain men have ever paid before, we should play safe and not plunge, but conduct our business with pre-war carefulness and caution.

We may be treading on dangerous ground and should feel our way carefully, especially in handling the coming wheat crop. We must remember that we have no government guarantee with a buyer, who was ever ready at all times to take all our wheat at a fixed price that did not change thruout the year. We must take our chances in the open market now and compete with the best brains thruout the world. Europe needs our grain and must have it, but they are sure to try to buy it as cheaply as possible and with their collection buying will have a greater influence in our markets than ever before.

The Growth of the Grain Trade.—We have watched the grain trade enlarge from poorly equipped warehouses with a blind horse and a winch the only power to elevate and clean grain, to the splendidly equipped plants which now dot the grain producing sections of this country. The horse has given way to steam, steam to gasoline, and now gasoline is being displaced with electric power, where it can be had, and motors put in. These modern elevators are equipped with every appliance that the ingenuity of man can devise for the quick, safe and cheap handling of grain. So that today the farmers' grain is handled cheaper here than in any other country on earth. And it never was handled with as little cost to him as now.

There has been a great improvement in the personnel of the country grain dealers. When I was a boy on the farm, grain dealers were not of a high class of intelligence or as financially reliable as they are now. Failures were frequent from lack of experience, business judgment and sometimes downright dishonesty. But not so now; we are not ashamed of the grain dealers of this nation today, be they terminal elevator operators, exporters, commission men or the country grain dealers far out on the borders away from market centers. They are leaders in the communities in which they live and are as a mass wholesome, upright, law abiding, God fearing men, of whom we are not ashamed and whose hand we are glad to clasp at any time.

V. E. Butler, Indianapolis, read a paper on the Nation's ailments and the cures for the same. Mr. Butler's paper will be published elsewhere.

J. Vining Taylor, Sec'y of the Nat'l Hay Ass'n, Winchester, Ind., invited all to attend the meeting of his association at Cincinnati on June 13, 14 and 15. He said that his Ass'n now had 2,000 members and expected to have the largest meeting in its history this year. Mr. Taylor gave some statistics showing the hay crop this year to be the largest in many years with a promise at this time of 111,790,000 tons.

The bail tie situation, according to Mr. Taylor, is very bad, and all the manufacturers of bail ties in the country claim they will only be able to fill 50% of their orders.

Pres. Cook called for reports from local Ass'ns.

E. T. Custenborder, Sidney: Our local grain

dealers Ass'n is doing nicely and better than ever, I believe. We have had several meetings.

Mr. Bennett: The Western Reserve Grain Dealers and Millers have been holding regular meetings. We have all derived considerable benefit from the gatherings and especially the round table talks.

The report of the auditing com'te was read by A. H. Cratty of Columbus. The report was accepted.

L. W. Dewey read the report of the Resolutions Com'te and the following Resolutions were adopted:

OHIO RESOLUTIONS.

Government Control of Business.

Whereas, governmental interference with or control of private business is both unnecessary and harmful and

Whereas, even if there was a sufficient reason for it during the World War there is no good excuse for it now nearly two years after the signing of the Armistice; therefore be it

Resolved, that we demand the repeal of all such laws at the earliest possible date without waiting for any treaty or League of Nations.

Resolved, that we are opposed to government ownership of public utilities including railroads believing experience has shown that private control under proper regulations and supervision to be best for all interests.

Make Strikes of Public Service Corporation

Employees Unlawful.

Whereas, public service corporations such as railroad, telegraph and steamship companies and other similar organizations are required by law to render continuous service to everybody at rates supervised or fixed by the Interstate Commerce Commission, and

Whereas, the owners are not permitted to discontinue service or cease operation at their own pleasure, and

Whereas, the employees of such corporations are in a sense public servants working for all the people, with the unquestioned right to elect to enter such service, to resign or quit at any time, if acting as an individual and alone, and

Whereas, strikes cause great loss and suffering to the public altho it is not to blame for them, and result in loss of wages to the men as well as loss of revenue to the companies, be it

Resolved, that all disputes between such public service corporations and their employees, which they are unable to adjust or settle between themselves, should be referred to a Board of Arbitration acting in conjunction with the I. C. C. and be it further

Resolved, that we earnestly urge the immediate enactment of a law providing such arbitration and declaring strikes of said employees unlawful and providing appropriate penalties for violations of its provisions and be it further

Resolved, that copies of these resolutions be sent to the President and to the Senators and Congressmen from this State.

Freight Rates Should Be Advanced.

WHEREAS, the railroads have been unable to operate profitably at present freight rates even during the time of government operation and

Whereas, they are generally in poor physical condition and unable to sell their securities and finance themselves, be it

Resolved, that we believe freight rates should be advanced enough to permit the different companies to earn a fair and reasonable net profit on the actual value of the properties.

Revise Revenue Laws

Whereas, the Federal tax laws are admittedly illogical and unfair and constitute class legislation and

Whereas, every citizen has a right to expect equitable and just treatment from his own country, be it

Resolved, that we favor the early revision of the Internal Revenue laws and the repeal of the Excess Profits taxes.

Favor Water Transportation.

Whereas: The inadequacy of our present Rail transportation system towards the demands of business becomes each day more glaringly apparent, and it is evident that the conditions which brought about this demoralization will not permit a speedy return to efficiency, and,

Whereas: Our country has been favored by Nature with Rivers and Lakes which may readily be utilized for economic transportation lanes, thus relieving congestion and retarded movements by rail carriers and thus permitting the basic law of supply and demand to function with less hindrance, therefore be it

Resolved: That the Ohio Grain Dealers place themselves on record as favoring any and all projects proposing the improvement of our internal waterways making them navigable all year around where possible and that we especially approve the project of connecting the Ohio River and Lake Erie with a barge canal.

J. H. Motz reported for the nominating com'te. The following officers were chosen to serve for another year: Pres., O. W. Cook, Columbus; Vice-Pres., S. B. Swope, Amanda; Sec'y-Treas., J. W. McCord, Columbus. The Governing Board for the year

includes Fred Mayer, Toledo; Geo. E. Stevenson, Rosewood; W. Frank Heffner, Circleville.

The following were elected to fill vacancies on the Arbitration Com'te: E. W. Scott, Columbus; J. H. Motz, Brice; and E. O. Tee-gardin, Duval.

Adjourned *sine die*.

Convention Notes.

Every swimmer enjoyed the fine beach bathing.

Wm. McKnight was one of Cleveland's representatives.

F. H. Nesmith, of Louisville, sure talked up his part of the country.

Sol Schnurman and Maurice Dryfoose dropped over from Erie, Pa.

J. A. Manger, of J. A. Manger & Co., and J. W. Snyder upheld Baltimore's dignity.

From Columbus came J. W. McCord, A. H. Cratty, W. S. Cook and W. F. Morgan representing Jno. T. Fahey.

C. O. Garver, representing the Grain Dealers Insurance Co., guarded the Registration Book and badged 214 attendants.

L. W. Forbell and J. H. Bowne, of New York City, were among those that came a long distance to attend the convention.

Uncle Joe McCord was just back from a fishing trip with a deep brown coat of tan and everyone was glad to congratulate him on his splendid recovery.

Among the fairer sex present were Mesdames J. W. McCord, C. E. Patterson, Mrs. E. Fauble, Mrs. and Miss Quinn, Mrs. J. A. Rupp, Mrs. and Miss Rice, and Mrs. Garver and family.

C. A. Bartow, and F. J. Schonhart, of the Electric Grain Elevator Co.; M. Purcell, of Armour Grain Co.; I. W. McConnell, of McConnell Grain Co.; S. M. Ratcliff, and J. J. Raummacher, were there from Buffalo.

SOUVENIRS: Pencils by McCord & Kelly; Horn Bros., Monroeville; and The Seed Trade Reporting Buro, Chicago. Zahm & Co., Toledo, furnished the song books and presented non-stopable Come Backs for the active ones.

From Pittsburg the receivers were: I. N. Daker, reftg. Hardman & Heck; R. W. Young, of Young & Fischer; J. A. A. Geidel, of Geidel & Leubin; G. E. Rogers, of Geo. E. Rogers & Co.; R. A. Sheets, of R. S. McCague, Ltd.

Owing to the large number that went from the Indianapolis to the Cedar Point convention, three unfortunate dealers from Cincinnati spent the night in the day coach. They were C. G. Hagerty, H. E. Nieweyer, and Max Blumenthal, and Max tried so hard to get a berth.

MACHINERY AND INSURANCE MEN: The Seed Trade Reporting Bureau exhibited grading screens, balance and tester kettles. Wm. P. White, of Fairbanks, Morse & Co.; D. C. Mendenhall, representing A. T. Ferrell & Co.; H. F. Broome, reftg. Richardson Scale Co., and V. E. Butler, the Grain Dealers Fire Insurance Co.

Fred Mayer and "Bill" Cummings assisted by the Toledo Quartet of F. L. Southworth and Joe Doering, of Southworth & Co.; John Wickenheiser and C. F. Paterson, reftg. John Wickenheiser & Co.; G. D. Woodman, of Rice Grain Co.; and C. O. Schaff, of H. W. DeVore & Co., W. H. Anmin led the assembled multitude in "Drink to Me Only With Thine Eyes." S. L. Rice, of the Rice Grain Co.; Henry Hirsh, L. J. Schuster, P. M. Barnes, and H. W. Applegate, all of Toledo, joined in on the chorus.

The following new members were secured by Pres. O. W. Cook during the year: Omer Snyder, Tremont; Sark & Plum, Lilly Chapel; C. M. Bayman, Mercer; Urmston Grain Co., Indianapolis; W. G. Bragg, Richmond, Va.; C. A. King & Co., Rice Grain

Co., the Churchill Grain and Seed Co., Southworth & Co., and H. W. DeVore Co., of Toledo; The Cleveland Grain Co., Cleveland; The Farmers Grain Co., Maplewood; Taylor & Bournique Co., Pittsburgh; The Bennett Mfg. Co., Grafton; Henry W. Brown & Co., Cincinnati; The Smith-Sayles Grain Co., Columbus; Teegardin & Swisher, West Jefferson; Conneaut Grain and Feed Co., Conneaut; D. D. Hershberger, Broadway.

Ohio shippers present included: W. Doren, Bryan; W. S. Bricker, Payne; A. B. Beverstock, Lexington; N. C. Bunte, Perrysburg; L. J. Cook, Monroeville; Geo. W. Churchman, Bryan; J. L. Cruikshank, Fostoria; J. W. Chanel, Melvin; L. W. Dewey, Blanchester; A. M. Daugherty, Derby; J. V. Dirk, Weston; E. C. Eikenberry, Camden; C. M. Eikenberry, Hamilton; C. J. Fry, Old Fort; Ed. Fauble, Swanton; E. L. Fix, Melbourn; H. L. Goemann, Mansfield; R. W. Graham, Mark Center.

O. P. Hall, Greenville; P. & A. Horn, Monroeville; Wm. Heffner, Circleville; C. A. Hiegel, Leipsic; Bert Hetrick, Trowbridge; J. D. King, Shawtown; C. B. Krohn, Grelton; D. J. Lloyd, Waterville; C. S. Latchaw, Defiance; J. Lewis, Troy; S. Leatherman, Hoytville; R. R. Miller, Morral; L. P. Miller, Springfield; J. H. Motz, Brice; F. H. Mylander, Oak Harbor; H. P. Miller, Sunberry; R. F. Morgan, Lodi; F. Mitchell, Kansas; J. W. Moser, Rockford;

F. Parker, Green Springs; W. H. Pickard, Bowling Green; H. E. Reed, Monroeville; D. R. Risser, Vaughnsville; S. L. Rice, Metamora; A. U. Ringlein, Cary; C. H. Rogers, Sullivan; J. A. Rupp, Elmira; O. C. Robinson, Deshler; C. C. Ritzler, Green Camp; S. B. Swope, Amanda; R. F. Stephenson, Mt. Victory; G. E. Stephenson, Rosewood;

F. O. Teegarden, Duvall; R. Turner, Avery; E. W. & F. Thierwechter, Oak Harbor; A. T. Ward, Fostoria; C. O. Wise, Bellevue.

with the government. Although the government control of wheat ceased on June 1, the government still has some 45-day contracts with mills which will all terminate on or before July 15th. In order that these mills will not have an opportunity to use the future markets against government contracts the future markets will not be opened until July 15.

"NINETY-EIGHT per cent of labor is right, absolutely square. In the last six months labor and capital have drawn closer together than in the previous hundred years. Establish the human contact between the office and the shop, preach the truth openly, quit passing the buck, and it won't take long to convince the worker that the stuff the radicals are preaching is a doctrine of destruction."—*Sherman Rogers.*

Grain Exchanges and Future Trading in Wheat

From an Address by L. F. Gates, President Chicago Board of Trade before Indiana Grain Dealers' Association.

As a result of our experience in the Great War, grain exchanges have a better standing than ever before, the public has a clearer conception of the functions of an exchange and the reasons for its existence. This is partially due to the cordial cooperation the grain trade has given the government agencies authorized to handle grain for war purposes and necessities. No branch of business has given such hearty cooperation to the government as has the grain trade.

A recent statement I read quoted Mr. Hoover as saying that the Chicago Board of Trade was the most economical vehicle of marketing that we have. He said further that the cost of marketing farm products in America was higher than in any foreign country, with the exception of our grain crops, which are marketed at a smaller cost than in other countries. Many former foes of the exchanges, men high in political life, who formerly fought bitterly against trading in futures, have come to the real understanding of an exchange and are now in favor of the future markets.

Speculation Obligatory.—Many orators and congressmen find great pleasure in condemning speculation on the grain exchanges, but speculation is an essential, in fact, it is obligatory upon all merchants. For the last few years, without the future markets, all wheat bought above the government basis was bought on speculation, pure speculation.

Formerly a purchase or sale could be hedged in the future market, but without the futures all transactions were subject to wide fluctuations and there was no means of hedging. The risk taken when there is no future market is greater, for the future markets have a stabilizing influence and the fluctuations are smaller in consequence, than when there is no such market. Wheat buyers have been forced to operate on a wider margin, owing to the lack of protection offered by the futures. The government has had a monopoly of the market because its funds and buying power were so great that it could control the situation. We could monopolize the market with the same amount of money, if we had it and the power to regulate competitors. We have all cooperated with the government during the war as a patriotic duty, but I feel certain that I voice the sentiment of the entire grain trade when I say that we never want government control again.

Transportation has ever been a market factor, but for some time it has been the controlling factor. The whole working machinery of the grain exchanges is dependent on transportation. Open markets and transportation have developed this great Western country. Complete failure of our wonderful railway lines would bring great disaster to the entire world, but further development, and that is what we hope for and expect, will make the United States even a greater factor in the world's markets.

Following all great wars our country has been swept by a widespread agricultural development which has brought with it surplus crops and decline in prices of all commodities. For twenty-five years we have had an advancing market and we can expect the swing of the pendulum in the opposite direction. The trend of prices will be downward for a number of years. We have no reason to doubt that a big agricultural development will follow this war and the land will produce surplus crops. The price of the exportable surplus will fix the market price of the crop.

The need of an open market has been shown many times during the war. One example of the need of an open market is the demoralized condition of the so-called wool markets of our country. Only a short while back wool growers were being offered as high as 65c per pound

for their wool, but within twenty-four hours after that bid was made the offerings dropped to less than 30c and low-grade wool could not be sold at any price. Had there been an open market this condition would not have come about.

During the war the Cotton Exchange was closed. A large delegation of bankers conferred with President Wilson. The bankers were told that the government stood ready with money to finance the handling of the crop, but that some medium of open exchange was necessary to set a market value on the product. All these things, together with the passing of the government control of the wheat market, have culminated in a great demand for the reopening of future trading in wheat.

Protection Needed.—Commission men, dealers and bankers see the necessity of the exchange as insurance and protection. But there are many obstacles in the way of resumption of future trading. The committee of sixteen from all leading grain exchanges is now working in Chicago attempting to devise methods of re-establishing trade in futures. One difficulty which will have to be met is the possibility of concentrated foreign buying power, which would be a decided menace to the markets. With such buying power in the hands of one body, purchasing supplies for, say, four European nations, the chances for manipulation and even monopoly are great.

To give you an idea of what the foreign demand means to our markets, from January to June 153,000,000 bus. of wheat and 92,000,000 bus. of corn have been exported from the United States to Europe. Argentina has been cleaned by European buyers. Australia has no exportable surplus. India will have some grain for export, but the amount is uncertain. Russia is still an unknown quantity and Canada has good prospects. Our crop will be 800,000,000 bus. or more, out of which we require for domestic consumption 600,000,000 bus., which leaves us an exportable surplus of 200,000,000 bus. During the past twelve months we have exported about that amount. We also have a carry-over of 100,000,000 bus. and a normal supply of flour.

I believe this menace can be met, however, by commencing the trade in a distant future. The December future is likely to be the first wheat delivery month to be dealt in. This would give our crops a chance to be harvested and ready for a large foreign demand when contracts fall due, and the greatest demand from abroad will be for delivery of grain before that month.

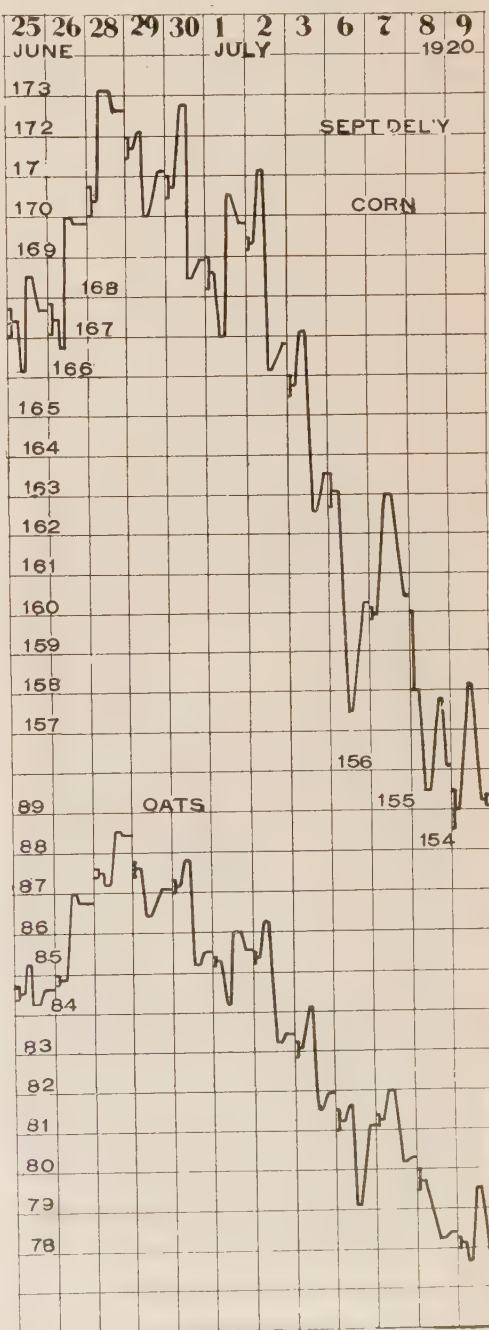
The Lever Act is not likely to be brought into play, although a war measure it is still in existence and is designed to curb profiteering. It gives power to the President to close grain markets by proclamation if he deems it advisable for the safety of the country. The grain trade has had such a clear record during the war, and is in such a healthy state, that I doubt if this law will have any bearing on the future business, but as a matter of precaution, it is planned to police the trade at intervals, to keep ourselves out of pitfalls which might invoke government action under the power given by the Lever Act.

Transportation, as you all know, will be a hindrance to business for some time to come. Our railroads are so demoralized that delivery on contracts is seldom a certainty even if the grain is available. This will be partially met by allowing the St. Louis and Chicago markets to deliver either hard or soft, spring or winter wheat on contracts. This broadening of contracts, together with a probable extension of delivery dates will take care of the transportation situation.

The fourth obstacle lies in millers' contracts

Chicago Futures

Opening, high, low and close on corn and oats for the September delivery at Chicago for two weeks past are given on the chart herewith.



Indiana Association At Indianapolis

The Mid-Summer meeting of the Indiana Grain Dealers Ass'n was held in the Assembly Hall of the Indianapolis Board of Trade June 29th, with an attendance of more than 200 interested grain men. The one day meeting was featured by the many interesting talks and the large number of suggestions given. Many of these suggestions were in the form of recommendations on dealing with the farmer,—advice to give him in the selection of seeds,—appeal to him to hold grain on the farms until the car situation allows a speedier movement of grains to market.

The morning session was called to order by Pres. H. W. Reimann of Shelbyville, who urged free discussion of all matters to be taken up during the meeting. He touched lightly on the topics uppermost in the minds of the dealers, pointing out the impossibility of handling grain on an 8c margin as was previously required by the U. S. Grain Corporation.

Pres. Reimann appointed the following Resolutions com'tee: Charles Northlane, Union City; W. E. Harting, Elwood; Bennett Taylor, Lafayette; D. C. Moore, Waynetown; and Charles Ashpaugh, Frankfort.

Russell G. East, County Agricultural Agent, Shelbyville, read an interesting paper on Experiences in the Method of Treating Seed Wheat by the Hot Water Process to Prevent the Spread of Loose Smut. From his paper we take the following:

To Prevent Loose Smut.

In order that you may have your minds refreshed on what led up to the present results, I will very briefly give you a little history connected with the smut control work in Shelby County.

The smut I refer to is sometimes called "Black Heads," and is only seen at its best when wheat is in full bloom or until a rain comes along and washes the smut away, leaving a bare stem where there should be a head of wheat. Because these smut pores are blown into the heads of sound wheat and there find their way into the kernel as it is forming, we cannot control this with the Formalin treatment.

A Norwegian, some 32 years ago, found that by soaking wheat in cold water for four or five hours and then immersing the wheat in water at a temperature of 129 degrees, the smut pores inside the kernel would be killed without injury to the wheat. This method has been used successfully in an experimental way ever since. It remained, however, for the farmers of Shelby County (Ind.) to develop a machine which would make this method of treating wheat practical.

In 1918, following a successful demonstration on the farm of John Meiks near Shelbyville, the farmers saw the value of the work when they found an average of 22 per cent of Loose Smut in the untreated wheat and none in the treated seed from the same bin. This led to their having a machine made that would treat wheat in larger quantities.

Of the thirty plots sown with treated seed in 1918, only a very few showed any trace of smut, while the average of all untreated wheat in the same fields was 11.1 per cent smut. The fact that this indicated a loss in Shelby County of more than \$200,000, which could have been prevented, gave impetus to the movement for disease free seed wheat.

Nine similar plants were put in operation over the State in 1919. The plant in Shelby County was enlarged to a capacity of 100 bushels per day. A drum, 4 feet long by 24 inches in diameter, which is covered with a heavy screen wire, is the machine in which the wheat is immersed in the hot bath, after it has been presoaked in the cold water. It stays in this hot bath, at a temperature of 129 degrees, for ten minutes. After which it is spread on the floor for a few minutes to cool. The wheat is then taken to the farmer's home and scattered very thinly over a floor to dry or it can be sown immediately.

We have learned considerable about the seedling proposition this past season. Ninety-three of our farmers had wheat treated and all of them made a report as to how their drill was set and what trouble was experienced, if any. It was found that the treated wheat was 50 per cent larger than before treating, so that wherever one bushel of dry wheat was wanted the farmers learned to put one and one-half bushels of treated wheat.

The results of this year's work show that it is reasonable to expect just as good results the first year from treated wheat. Give it anywhere near an equal chance in stand of crop, and the treated wheat is the better. This matter of seeding has done much to prove the value of the work.

Of the farmers reporting on spring condition of treated wheat, we found 13 reports showed not as good as untreated, 7 reported better than untreated and the rest were said to be equal. Of those reporting not as good, they were all sown earlier than other wheat and damaged by Hessian Fly. Of those reporting "equal" several later reported the treated wheat as coming along with greater vitality.

This increased vitality has been marked in the seed used from the first year's demonstration. Treated wheat has longer straw and a better head. We are now firmly convinced that this method not only eradicated smut but also a number of minor diseases which tend to weaken the wheat plant.

Shelby County, this year, will produce something over 500,000 bushels of wheat. Counts made in all sections of the county indicate that there has been a loss of 7 per cent sustained this year by smut.

Figuring on a basis of last year's price of \$2.11 for number one wheat, the loss this year will amount to 14½ cents per bushel. When we think of the interest shown in getting a very few cents added to the price paid for wheat and then go about our business with no thought for the greater loss that is being sustained on every bushel produced through preventable diseases, we do not seem consistent.

Have we done our part when with a world shortage we allow a condition to exist where we are losing 7 per cent of all the effort put into producing a crop of wheat?

A dealer: What is the probable cost of installing the necessary equipment for testing seed wheat by the hot water process?

Mr. East: Approximately \$150, assuming you will get your steam from some other source.

A dealer: Would you recommend grain dealers putting in such equipment?

Mr. East: Yes, but do not go into the matter too deeply at this time, for a change is planned in the pre-soaking which will affect the equipment needed.

H. H. Potter, Rensselaer: Do farmers easily become convinced of the advantages of this seed treating process?

Mr. East: You have little trouble if you can get them out in the fields and show the smut to them.

The matter of selecting and testing seed corn was taken up at this time by Mr. East, who described the success of the new modified rag doll method of testing seed corn. A complete description of this method will be found on page 1186 of Grain Dealers Journal for June 25th.

The modified rag doll system clearly shows the location of disease in the seed, which could not have been found under the old system of testing seed. For example, two lots of seeds were tested, both showing 99% germination. One yielded 87% and the other 67%, but disease was noticeable in the sample yielding but 67% when tested by the modified rag doll system.

W. A. Ostrander, Associate of Soils and Crops, Purdue Agricultural Extension Department, Lafayette, spoke on the importance of planting correct varieties of wheat and the methods of securing seeds. Mr. Ostrander worked in conjunction with Sec'y C. B. Riley of the Indiana Ass'n and the Bureau of Markets in a tour of the state educating farmers, grain dealers and millers in the matter of grain grading, seed selection and preparation of crops for marketing. From Mr. Ostrander's talk we take the following:

Standardization of a few good varieties is the only logical system for securing uniform yield and quality. We have allowed varieties of wheat to come into the state, regardless of their milling value. Seed wheat is often purchased because of a large yield in some isolated section, and because some enthusiastic man has sold it to a grain dealer. If some one

offers you a car of seed wheat that has produced 52 bus. to an acre for one year in another state don't run wild and grab the seed to the detriment of your entire community where the varieties will soon become mixed. I believe 4 or 5 varieties should be given a chance in a community. Then decide which has done best and concentrate on it. We do not like the variety called the "Red Wave" which has been getting a foothold in the state, because it causes much trouble between the dealers and the farmers on grades. Our department would like to advise you grain men of places where you can purchase seed that will yield well and consistently. Indiana has 2,000,000 acres of wheat and 5,000,000 acres of corn.

What Indiana has done in corn she can also do in wheat and other small grains. Six varieties of seed corn are being certified by the Indiana Corn Growers Ass'n and they have gotten results, Indiana corn having taken sweep-stake prizes at international farm products shows.

The standards for good seed wheat are: Not more than 1% mixture, or 99% pure; not more than 1% loose smut; not over 1/10th of 1% of stinking smut; not over 20% infected head with scab; no onion, no cockle and no rye. That is the only kind of seed wheat we are certifying. We want the farmer to realize the advantage of a solid variety in his community.

You grain men can help by paying the farmers exactly what their grain is worth, instead of fixing a community price and allowing the good wheat to make up for the poor. If a farmer in your community happens to be growing "Red Wave" variety and you pay him for No. 5 grade, he has no legs to stand on, for he has no comeback at you and has no place with his farmer-friends. If you grain dealers will meet us half way we will have better wheat in every community. Wisconsin, with a poorer climate and soil, is raising more than 47 bushels to the acre by standardizing on three varieties. What another state can do, Indiana can do, if we standardize on, at the most, five varieties and stick by them.

Fred G. Horner, Pres. of the Illinois Grain Dealers Ass'n, read an interesting paper on "Anti-Paternalism and Its Relation to the Co-operative Movement," which is published elsewhere in this number.

Adjourned for luncheon.

Afternoon Session.

When the afternoon session was called to order by Pres. Reimann, the meeting hall was crowded to capacity and many of the dealers were forced to stand along the wall. But their enthusiasm urged them to put up with the inconvenience and stay thru the hot afternoon.

The first speaker of the afternoon was Andrew Smith, Sec'y of the Indiana Bankers' Ass'n, who read a paper on the General Financial Condition and the Outlook. He emphasized the fact that the bankers of Indiana were very friendly to the grain dealer and wanted to lend all the assistance possible in financing the movement of the crops. In the course of his address he said:

Financial Conditions.

A warning note I should like to sound is that you should not expect cheap money. It is my opinion that the bankers of the country will be compelled to increase the interest rate which you are now paying on account of the tremendous demand there is for money from all quarters.

The autumn always brings additional demands to move the crops. The banks will doubtless continue for a time to be called upon to finance our export excess.

Financiers regard any indiscriminate calling of loans or any indiscriminate refusal to renew loans as out of the question. "Deflation" at the cost of essential production is not desirable. The banks of the nation will continue to do their duty and there is no doubt that with the splendid help of the Federal Reserve System they will be enabled safely to tide over this stringency.

At some of the group meetings of the Indiana Bankers Ass'n this spring, the following resolutions were adopted and I would earnestly urge the Indiana Grain Dealers to adopt same and give them as wide publicity as possible. They are as follows:

"WHEREAS, the war has caused an upheaval of economic conditions throughout the world; and has destroyed the long established relationship between money, labor and property in general; and has changed the purchasing power of the dollar by inflation and expansion of credit; and has led people into a wild and reckless extravagance in the purchase of non-essential goods; and has created inequalities in values which impose unjust burdens on the people, and

"WHEREAS, numberless opportunities leading up to a long era of prosperity are at hand, but which cannot be taken advantage of for

the reason that a lasting prosperity cannot be built upon the uncertain and unstable foundation of inflation, excessive credits and wild extravagance such as exist today. Therefore be it

"RESOLVED by the bankers comprising the various groups of the Indiana Bankers Ass'n that it is the duty of every banker and of every patriotic citizen to cooperate with one another in changing the present unjust condition of profiteering to a condition where equal justice will be meted out to everyone through reasonable prices for labor, material and manufactured goods, free from the unbearable extortion which now exists and which cannot be changed or cured without the wholehearted co-operation of the people who have the remedy in their own hands, and who are now asked to carry out the following suggestions for the good of themselves, the good of the commodity and the welfare of the Nation.

"First: STRIKE OUT EVERY PHASE OF EXTRAVAGANCE, AND STOP BUYING NON ESSENTIAL GOODS. WHY? Because that will curtail the business of the profiteer, and he will then stop enticing the farm hand from the field of essential production to the non-essential factory. It is a crime for the profiteer to demand the prices he gets, but it is a greater crime to rob the country of the labor it needs in order that the manufacturer of non-essential goods may be further enriched at the expense of, and to the detriment of the Nation. **LET NO PATRIOTIC CITIZEN BE A PARTY TO SUCH A CRIME."**

Many of the members of your Ass'n who handle and sell flour, feed, coal and other commodities on time, carry the same on open ledger accounts, and not a few of you loan farmers small sums of money from time to time and charge these loans up on your books to the account of the borrower, rather than urge the parties to secure such accommodations from the bank. I regard this as a time when all men should so conduct their affairs that they can utilize their assets to the fullest extent in bracing up their credit and keep their assets in the most liquid condition that is possible, and when you find it necessary to sell upon credit or loan small sums of money to customers, you should insist upon the customer giving you a note for the same and make the note bear the current rate of interest and have a definite due date so that should you be compelled to borrow from the bank to provide capital with which to conduct your business, you can either discount your customers' notes (which are, as a general proposition, very acceptable to your banker, as you give him a two-name piece of paper and divide the liability), or you can place your customers' notes with your banker as collateral.

In our experience in loaning our country bank correspondents, we always prefer that collateral consist of small, well-scattered notes; we often look askance at collateral consisting of a few large notes. A few days ago a correspondent requested that we loan them \$20,000. We agreed to do so. When they sent their note in it was collateral with one note of twenty thousand dollars given by a farmers elevator co. We would have felt much better about it if this note had been collateralized by forty notes of five hundred dollars each, executed by 40 farmers, each owning probably 160 acres of good land.

Upon motion by Bennet Taylor the Bankers Ass'n resolutions were immediately adopted.

A dealer: I operate four elevators and if I had them all filled and could not get cars, which will probably be the case in the near future, my local banker would not be able to finance me over a long period. What course have I?

Mr. Smith: Ask your local banker to help, and if he cannot tell him to get in touch with his Indianapolis or Chicago correspondent. The question resolves itself back to the transportation system. It will be solved if you get cars, if not—

The marketing of farm products is one of the essentials of the time and the Federal Reserve Banks stand back of our banks and this encourages us to extend loans to local bankers

John W. McCardle, Public Service Commission of Indiana, was asked by Pres. Reimann to tell something of the car situation. From Mr. McCardle's remarks we take the following: The great world's war is the only thing to blame for the conditions now affecting the grain trade, as well as other lines of business.

The railroad bill as passed by Congress has killed the authority of the Public Service Commission to order or direct the movement of box car equipment. The distribution of grain cars and other cars is now in the hands of

com'ites located in many states of the country, but Indiana is without such a com'ite. We have men from Ohio and Illinois telling us how many cars we should get, and have no one to call them to time. All we want is a fair and equal chance for our share. Ohio has four com'ites, Illinois has two and Kentucky has one com'ite looking after the securing and distribution of cars, while Indiana has no com'ite or no power to get a share of this equipment.

I am trying to persuade Indiana representatives in Washington to appeal for authority to move cars. Now we must ask permission to move them, thanks to the last transportation act. That act must and will be changed. We want Indiana shippers to get their share and we are going to Washington to secure the authority to move cars.

You will have to store a lot of grain this year. If you do so, and you will have to without box cars for shipping, you become public utilities and are required by law to make a printed schedule of rates and submit reports. But I will say to you to take in all grain you can take, and if you must charge for storage to meet operating expenses, do so. I will look after your interest. If anyone calls you for not having filed a schedule of rates, don't worry, for I am the court you will have to come to, and I am advising you now, not to worry.

Pres. Reimann: We would like to hear from some of the Eastern market representatives. Mr. Jones of New York, what is the condition in your market?

Mr. Jones: Money market is very tight. We are paying 7½%. It takes lots of money to finance movement of grain to New York because grain is generally 30 days en route.

M. Purcell, Buffalo: There is no congestion or accumulation of grain at the Buffalo market. Our market now has plenty of space and are ready to finance a large amount of grain.

The Cost of Handling Wheat thru Country Elevators, was the topic of a paper read by H. H. Potter of Rensselaer. The paper, which is a comprehensive study of his own business, follows:

COST OF HANDLING WHEAT.

Wheat, known the world over as the staff of life, as a rule has been the cause of more worry and contention than any commodity the country grain man is called upon to handle. Part of the contention can be accounted for by the fact that the average grain dealer does not analyze his own cost sheets close enough, but the fact is made plain to him when his wheat foots up on the wrong side of the ledger. Another cause of the contention over the margin on the cost of handling wheat can be attributed to the rapidly depreciating purchasing power of the dollar, high cost of living, organization in every branch of industry, the abundance of capital and the easily acquired habit of passing the buck to the other fellow.

When the government took over the wheat and made a guaranteed price, the average margin was estimated to be around 8 cents gross, which raised a loud protest from the producer. The discussion following brought to light some very interesting sheets on the cost of handling wheat, which showed why our margins were just and fair. If that margin of two years ago was fair, under these conditions of 100 per cent advance in the cost of labor and supplies, you can readily understand that 8 cents gross is not a living margin.

Grading grain both in and out is necessary to the success of the grain shipper's business. Careful inspection of wheat as it is received and graded according to the standard grades will help buyers to keep within a reasonable margin, but the buyer who weakens from these grades is not only cheating himself, but is encouraging the production of off-grade grain and asking the producer of first-class grain to bear the burden of his overhead. Accurate grading of grain out can easily be attained by securing a ten compartment sampler and drawing five or more samples from different portions of the car which will give an average sample of the car's contents. This careful grading of shipments will help shippers to know when their grain is being well marketed and may avoid embarrassment in settlements.

Cash grain has always been bought on a more or less speculative basis and probably

always will be, for a great many times the spot market is so far in advance of the bid or futures that it is absolutely impossible to be working on a safe margin, in other words, buyers try to anticipate the market.

Following the spot market without the hedging privilege will spell financial ruin to some companies if they persist in following the spot market as close as has been the practice at some stations during the past three years.

Speculation in the cash grain is usually brought about by wanting a larger margin of profit, but many times I think by not having a working margin in the first place and buyers are looking for a place to light. Other reasons might be over enthusiastic competition, difference in views on the trend of the market, business spite work or absolute indifference or ignorance as to the cost of handling grain. Show me a dealer who knows his cost sheet and I will show you a man that is good competition.

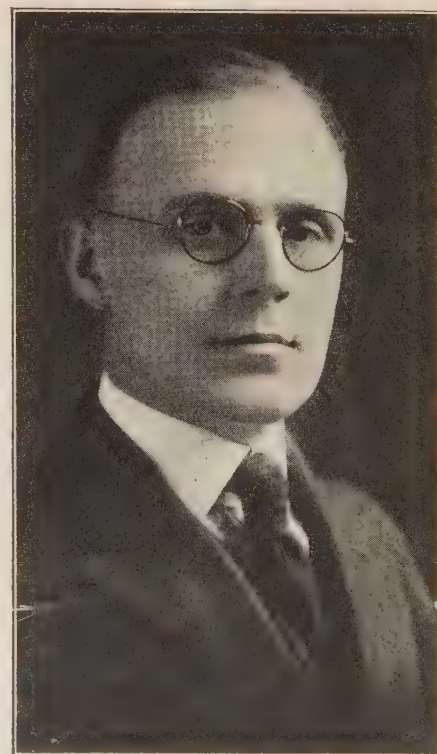
Cost of handling wheat will vary from year to year, due to the difference in the quality of the product, the weather, the kind of equipment, the efficiency of your employees, salaries paid, the amount of money invested in your plant, average amount of capital necessary to purchase the commodity, the price of it, the car situation and the amount of grain handled in proportion to your overhead and last, but not least, comes your shrink or the invisible cost, which will vary according to the moisture and impurities it contains.

Plants equipped with driers will find an invisible shrink which will vary from one to one and one-half per cent according to the amount of moisture they eliminate. Too much stress cannot be placed on the careful inspection of your cars and proper cooorage.

Another invisible cost on handling wheat is due to the many different varieties handled and the limited amount of bin room. From the average Indiana elevator it is practically impossible to load a straight car of hard or soft wheat during the rush season. The result is shippers take a discount on cars of mixed wheat.

The figures that I have used as an example for my cost sheet are taken from the audit of my 1919 business and are a sample of a fair volume of business in proportion to the amount of capital involved in the plant and grain. I think you will find elevators with a larger overhead on their grain unless it is covered by side lines, for the average Indiana elevator will not handle more than one hundred to one hundred twenty-five thousand bushels yearly.

In taking my shrink I have tried to take a fair average and the man doing any volume of business that can hold his shrink to 1% on wheat, ¾ of 1% on corn, ½ of 1% on oats, can feel that he is in the average class.



H. W. Reimann, Shelbyville, Ind.,
Pres. Indiana Grain Dealers Ass'n.

| | |
|--|-----------------------------|
| 1. Book value of elevator..... | \$ 21,230.55 |
| 2. Cash capital, average required in handling grain..... | 10,000.00 |
| 3. Bushels of grain handled:..... | |
| (a) Wheat..... | 91,749 cost.... 120,790.06 |
| (b) Oats..... | 183,251 cost.... 133,558.23 |
| (c) Corn..... | 70,677 cost.... 103,398.72 |
| (d) Rye..... | 7,139 cost.... 9,967.94 |
| | 357,816 |
| 4. Labor, including manager's salary..... | \$431,714.95 |
| 5. Power, oil, waste, etc..... | 854.48 |
| 6. Insurance on plant and grain..... | 942.75 |
| 7. Taxes, state, county and municipal..... | 412.82 |
| 8. Incidentals, leases..... | 10.00 |
| 9. Interest on investment in elevator..... | 1,273.83 |
| 10. Interest on average grain capital, \$10,000.00..... | 600.00 |
| 11. Depreciation plant and machinery..... | 1,788.66 |
| 12. Miscellaneous expenses not otherwise stated..... | 350.00 |
| 13. Actual total expense in handling all grain..... | \$11,808.94 |
| Wheat—Cost of handling, not including shrink..... | \$0.033 |
| Shrink figured at basic price..... | .0211 |
| Commission..... | .0226 |
| Interest on drafts, inspection and weighing..... | .008 |

Making a total of.....\$0.0847
Under the same process you can figure the cost of handling oats .0448 and corn .0592.

These figures are from my point of view and, in comparison with other cost sheets it has been my privilege to examine, compare very favorably. This cost has been figured under the Government Guarantee basis and this margin will not equal the present cost as supplies, labor and the cost of the commodity is higher than in 1919.

It is a problem to say what is the proper margin to buy grain on and it is going to be still harder under the conditions we are about to enter this harvest, but from my standpoint, taking 4 to 5% of the price of the commodity, to which you must add your freight and war tax, seems about right.

The one thought that I would leave with you in regard to the cost sheet can be best illustrated by a story that I read or heard some time ago. A little lad had a bunch of bantam chickens, but when he went to market his eggs he had to take a reduced price owing to their size. The little fellow came to the conclusion that his bantams needed some inspiration, so securing an ostrich egg he placed it over his bantam's nest with this sign, "Keep Your Eyes on This and Do the Best You Can."

Leslie F. Gates, President of the Chicago Board of Trade, gave a most interesting and enlightening talk on Grain Exchanges and Future Trading in Wheat, which appears elsewhere in this number.

The auditing of grain dealers' books and its importance was the subject of a paper read by V. E. Butler, Director of the Grain Dealers National Mutual Fire Insurance Co., Indianapolis. A condensation of Mr. Butler's paper appears elsewhere in this number.

Pres. Reimann called on P. E. Goodrich, President of the Grain Dealers Nat'l Ass'n, who emphasized the point that the country dealers shud not attempt to operate on an 8c margin as they did during government control. He said he could not see a ray of hope in the transportation situation. However, dealers could not afford to urge farmers to hold their grain, because the more they urged the more anxious would the farmers be to sell.

In conclusion, Mr. Goodrich invited all to attend the meeting of the National Ass'n in Minneapolis this Fall, where it is planned to have special sessions for country shippers, feed men, and terminal elevator operators in addition to the regular general meeting.

Mr. Miller, a banker, farmer and country elevator operator: Elevator men this year will have trouble in the matter of storing grain. I wish that every farmer could hear the talks today on the cost of handling grain at country points as well as the cost of storing grain. This subject shud have wide publicity.

Mr. McCullum, Sec'y Farmers Elevator Ass'n of Indiana: If the farmer feels that the price of grain is going down he will dump it on the elevator man, and if he feels that it is going up he will hold it back. Show the farmer that it is to his advantage to hold his grain, and he will cooperate.

The report of the Resolutions Com'te was the last business of the meeting. The following resolutions were adopted:

Resolutions.

Opposed to Paternalistic Support of Any Class.

RESOLVED, That the Indiana Grain Dealers Ass'n is opposed to further activities on the part of some of the governmental agencies in connection with the commercial or business life of the country, especially since such activities have largely been designed for and directed in favor of certain classes of our citizens and against others, (the middlemen).

We cannot, as American citizens believing in the fundamentals of a "Government for the people and by the people," think the highest aims and purposes of our government are accomplished by such activities.

We believe the patriotism and business sagacity, the ability and initiative of American citizens sufficient to meet every economic condition and other emergency, independent of governmental agencies and that all should be encouraged to go forward with the determination and purpose to fill their station in life without bitterness of spirit or a feeling of dependence upon paternal government.

We realize that abnormal business conditions have obtained since our entry into the great world war and that they still exist in some extent, but our faith is unlimited in the ability of the business men and especially the grain trade to surmount the difficulties and function normally and beneficially, if left alone, and under such conditions only may we hope for that early tranquility and rehabilitation of business so much needed and desired in this country.

Ask that Cars Be Loaded Not Heavier Than Within 30 Inches of Roof.

RESOLVED, That we are opposed to any rule that has for its purpose the further reduction of top or air space in cars loaded with grain less than 24 inches, and that we much prefer 30 inches' space to insure adequate room for inspection.

Urge Extreme Conservatism.

WHEREAS, Business conditions are far from satisfactory, money close, bankers very conservative about loans, recommending to all patrons to be very careful about contracting obligations requiring the use of money, and

Whereas, Transportation facilities are at a very low ebb and unpromising for the future marketing of the existing stocks of corn throughout the country and the rapidly maturing wheat and oats crops, all of which is now and will be greatly retarded and embarrassed for want of cars, therefore be it

RESOLVED, That we urge our members to be extremely conservative in the matter of contracts that may require specific performance within specific dates or that require large sums of money for the very simple reason that such obligations may prove extremely embarrassing and expensive before they are consummated.

Discourage Advances to Producers.

RESOLVED, That it is the recommendation of this Ass'n that the practice of advancing or loaning money on credit to producers by grain dealers as a means of increasing their opportunities for business should be discouraged and discontinued, the reason for which is apparent to all who have or will have a conference with their bankers relative to a supply of money with which to handle the business this year.

Advance in Freight Rates.

WHEREAS, There is to be an advance in freight rates of 25 to 30 per cent, put into effect on very short notice, be it

RESOLVED, That we recommend and urge our members to have the matter in mind in all contracts for future delivery.

Cost of Handling Grain.

RESOLVED, That all dealers should this year carefully ascertain the cost of handling grain and in so doing take into account the increased cost of labor, repairs, machinery, interests, losses and experiences incident to delay in getting cars and the movement of same into the market, then allow themselves a fair margin of profit that will not only meet all the cost, but allow a net profit on the grain handled.

The St. Lawrence Waterway.

WHEREAS, The wise, natural policy will provide in advance for better transportation requirements, as well as remedy, as soon as possible, present inadequate facilities, and

Whereas, The rapid industrial growth of territory to the East of the great grain surplus producing states taxes the present rail transportation facilities and will tax any prospective development of rail transportation, and

Whereas, There is necessity for taking advantage of natural waterways, both for transportation and power development, and

Whereas, The Joint Commission of Canada and the United States is now investigating the feasibility of developing the Great Lakes-St. Lawrence Waterway, in a manner to afford direct routes of transportation to European markets, and at the same time develop inexpensive power, which might be used to advantage by the industrial East, therefore be it

RESOLVED, That in the interest of producers in the territory we serve, we petition the International Joint Commission to report favorably on the proposed project and to urge

that work on such project be started at the earliest possible moment, in order to put the western producers in a position to compete in the world's market, with the cheaper ones and cheaper labor in other parts of the world with whose product our surplus production comes in competition.

Fuel Supply.

WHEREAS, Nearly three months of the coal producing season during which domestic coal is usually placed in storage has elapsed, and

Whereas, The tonnage actually received to date for this purpose has been extremely small; and

Whereas, The Michigan-Ohio-Indiana Coal Ass'n in convention assembled views with extreme alarm the fuel situation confronting the domestic consumers of Michigan, Ohio and Indiana; be it

RESOLVED, That this Association request the Interstate Commerce Commission to take immediate action to compel the railroads to furnish 85 per cent car supply for the next 60 days to the mines supplying the domestic coal consumers of Michigan, Ohio and Indiana; be it further

RESOLVED, That this Association request that no orders or regulations be issued by your honorable body which will in an unnatural way divert any of the coal mined from the domestic users of Michigan, Ohio and Indiana; for unless a fair percentage of coal for domestic consumption be distributed before the beginning of the winter season, it will be impossible to supply the needs of the domestic consumers of Michigan, Ohio and Indiana with their winter fuel; and

Whereas, The shortage of fuel is due entirely to inadequate transportation, we request the Interstate Commerce Commission to decide immediately the question of what increase in freight rates the railroads are to receive, and thus relieve the uncertainty of the final decision of the freight rate question, which will enable the railroads to procure equipment and thus relieve the intolerable situation due to the present coal shortage.

Thanks.

RESOLVED, That we express our thanks to the Indianapolis Board of Trade and the Indianapolis Grain Dealers for the generous entertainment and the many courtesies extended.

Open the Grain Exchanges.

WHEREAS, We recognize the real value of the Grain Exchange in the marketing of all grain; therefore be it

RESOLVED, That this Association is in favor of the opening of all the Grain Exchanges of the country and that the same should be accomplished at the earliest possible date consistent with the conservative necessities of the trade.

Audit Bureau.

RESOLVED, That the address of Mr. V. E. Butler on the subject of auditing be referred to the Board of Managers, with recommendation that some department of that character be provided for if in the judgment of the Board such service will be of value to the trade.

Adjourned sine die.

Convention Notes.

The Louisville market was represented by Frank H. Nesmith.

Registration of the dealers was in charge of B. E. Sinex of the Grain Dealers Fire Insurance Co.

From Pittsburgh came J. A. A. Geidel of Geidel & Leubin and R. W. Young of Young & Fischer.

The only supply trade man present was J. B. Van Voorst representing the Reliance Construction Co.

Souvenirs distributed were blotters and booklets by H. E. Wack & Co. and celluloid rulers by Max Blumenthal.

New York representatives in attendance included M. B. Jones of M. B. Jones & Co.; James H. Bowne and L. W. Forbell of L. W. Forbell & Co.

E. A. Grubbs of the E. A. Grubbs Grain Co., Greenville, and Joe L. Doering representing Southworth & Co., Toledo, were Ohio men in attendance.

Baltimore receivers in attendance were W. F. Morgan representing John T. Fahey & Co.; J. A. Manger of J. A. Manger & Co.; J. G. Oehrl representing Henry E. Wack & Co. and John W. Snyder.

Illinois grain men present included F. G. Horner, Lawrenceville; M. F. Murphy, Peoria; Lawrence Pittman, Darrow; M. L. Vehon, Chicago; and A. E. Wood representing the E. W. Bailey & Co., Chicago; Geo. Wegener of Wegener Bros.

Marketing the 1920 Crop

[From an Address by Curtis L. Mosher, Assistant Federal Reserve Agent, Minneapolis, before Tri-State Grain Shippers Association.]

Buffalo was represented by I. W. McConnell of the McConnell Grain Corporation; M. Purcell representing the Armour Grain Co.; J. J. Rammacher; and F. J. Schonhart, representing the Electric Grain Elevator Co.

The Cincinnati market was represented by W. J. Buhrman; Max Blumenthal; C. S. Custer; Charles Hagerty; J. H. Martin; H. Edward Niemeyer and F. N. Winkler.

Indiana shippers in attendance included, Robert Alexander, Lafayette; C. A. Ashbaugh, Frankfort; J. F. Barlow, Sharpville; J. J. Batchelor, Sharpville; D. L. Brooke, Frankfort; H. C. Clark, Tipton; A. B. Cohee, Frankfort; W. Q. Collins, Lake; John Coyner, Colfax; O. A. Davis, Michigantown; H. H. Deam, Bluffton; J. G. Doane, Frankfort; J. U. Dungan, Clayton.

E. E. Elliott, Muncie; A. H. Flanigan, Crawfordville Seed Co.; P. E. Goodrich, Winchester; W. A. Gray, Kirkpatrick; O. D. Hollingsworth, W. Middleton; C. A. Hornbeck, Frankfort; C. E. Hornbeck, Avery; E. Hutchinson, Arlington; C. R. Jackson, Seymour; Cloyd Loughy, Monticello.

F. P. McComas, Casselton; J. Martin, Geneva; Arch Monson, London; D. C. Moore, Wayne-town; J. H. Morrow, Wabash; William Nading, Shelbyville; C. L. Northlane, Union City; H. H. Potter, Rensselaer.

H. W. Reimann, Shelbyville; C. A. Ross, Rensselaer; A. B. Ross, Oakville; John F. Russell, Greensburg; J. Charles Sharp, McGrawsville; J. P. Shoemaker, Daleville; D. P. Simons, Romney; E. K. Sowash, Middletown; C. K. Stone, Milton; W. W. Suckow, Franklin; Edward Taylor, Montmorenci; Bennet Taylor, Lafayette; O. J. Thompson, Kokomo; T. B. Wilkinson, Knightstown; H. G. Wolf, Morristown; P. H. Wolf, Morristown.

GRAINS suitable for Alaska are described in a report of the Alaska Agricultural Station. Experiments with winter wheat show that it can not be grown. Most spring wheat will not ripen before the cold weather sets in. The Siberian wheats, H. G. and Chegot, which mature in 90 days, are able to ripen in the short Alaskan season and gave the best results. The same trouble was found with oats as was found with wheat. Most kinds tried would not mature in the short season. Considerable work has been done in crossing oats and a cross of Copperfield, Toholampi and South Dakota varieties has given the best results. It was found that the only barley that will mature is the hullless variety.

INDIA'S 1920 wheat crop is estimated at 376,884,000 bus., an increase of 84% over the 1919 wheat crop, reports the International Institute of Agriculture.

in providing for the financing of that portion of the crop which can be moved with existing transportation facilities. Undoubtedly the railroads will give their most energetic attention to the demands of the northwestern states, and this would ordinarily be sufficient to guarantee a free and prompt movement of the crop.

This year, however, the slowing down of transportation, which is so keenly felt in these northwestern states, creates a condition which is no different from that which prevails everywhere else in the United States. Every shipper is having difficulty in obtaining cars. Cars are longer on the road than they should be. The movement of all commodities is slower than formerly. The movement of the southwestern crop will precede the harvest in the northwestern grain states. The demand for cars from the northwest will occur before the southwestern movement is completed. The pressure upon transportation will undoubtedly be very keen and severe.

Grain growers are in a position to assist materially in solving both the transportation and financing problems in connection with the northwest's crop of 1920. They can hardly expect the usual prompt movement of their grain. If they will look closely into the shipping situation from their local standpoint and make prompt and adequate provision for the farm storage of the portion of their production that cannot be moved during the regular shipping season, they will relieve the railroads by holding back a portion of the crop, and they will assist the banks by spreading the crop movement over a longer period of time, thereby reducing the financing problem.

Neither the Federal Reserve Bank or the commercial banks are in a position to state what degree of support they will afford for crop moving purposes until the volume of the crop is known and until the conditions under which it will move are better defined. It is, however, reasonable to anticipate that the support from the Federal Reserve Bank and from the commercial banks will be substantial, and apportioned to the growers and handlers of the grain crop in proportion to their needs.

The problems that surround the financing and moving to market of the 1920 crops of the northwestern grain states are of such a peculiar and difficult character that every banker will hesitate to make predictions at this time, when the volume of the crop can not be definitely determined, and the transportation situation involves so many uncertain factors. It is probably safe to assume that the handling of this year's crop will be attended by more than the usual difficulties and will present problems of its own that will be hard to solve.

For the purpose of endeavoring to reduce the grain handling problem to a tangible basis, and with the understanding that the figures may not necessarily prove exact, it may be said that if the present outlook is realized, the states of Minnesota, North and South Dakota and Montana, will have this fall something like 650,000,000 bushels of grains other than corn to transport to market. The elevator capacity, including country houses and terminals, is approximately 225,000,000 bus. This is the rated capacity, and is naturally in excess of the practical working capacity, which for our purposes may be estimated at about 200,000,000 bus. or perhaps even less.

Barley and rye will be on the market within a very short time. They will be followed immediately by new wheat. It seems likely that within a very short time after the movement of the new grain begins, the elevator capacity will be filled, and the problem will then be one of transportation and financing.

Country elevators still hold a considerable amount of grain from the old crop. The high point of crop financing in 1918 was reached on September 13 when the Federal Reserve Bank of Minneapolis had outstanding loans of \$97,000,000. Following that date liquidation proceeded at the rate of practically \$1,000,000 per day, and before the beginning of the new year, the loans of the Federal Reserve Bank went down to a normal figure, and the financing of that crop had been completed. Grain moved from country elevators to terminals and from terminals into consumption, and there was no slowing up of the process that converted the crop into cash.

The same conditions did not prevail during the movement of the 1919 crop. Elevators filled up in the fall and the loans of the Federal Reserve Bank and the larger commercial banks increased rapidly. Normal liquidation was deferred and on January 1st it became apparent that because of the car shortage and slow transportation, conversion of the crop into cash could not be accomplished until perhaps the last end of the winter. By the first of February there had been so little improvement that it seemed certain that no liquidation could be expected before spring. As a matter of fact when the spring season came on liquidation had not occurred, and the Federal Reserve Bank of Minneapolis carried into the period when country banks were asking for funds to finance spring planting, a hold-over, represented by the unliquidated loans of last fall's crop moving, of about \$60,000,000, which even to this date has not been materially reduced.

Before we can assume that the country and terminal elevators will be able to function in a normal way, we must be assured that they can be cleared of their present holdings of grain in advance of the moving of the new crop.

The financing of the new crop will be handled under something of a handicap, unless the hold-over resulting from the unliquidated financing of the old crop can be wiped out. On the basis of the present prices and the present outlook, both of which may change, the wheat crop in the Northwest promises to represent a money value of more than \$400,000,000, and perhaps as much as \$500,000,000. Flax alone, which is not an important crop from the standpoint of bushels, will possibly represent a value as high as \$50,000,000. Before this money can be placed in the hands of the grower of the grain, there must be assurance that the country elevator can receive and move his deliveries from the farm and that the terminals can handle the incoming flood from the country. In common with the coal situation, the whole problem works back to a question of transportation.

The loans of the Federal Reserve Bank of Minneapolis are \$64,000,000 in excess of what they were a year ago today. Loans of the twelve Federal Reserve Banks are approximately \$600,000,000 higher than a year ago. Slow transportation is as responsible as any other factor for this condition, and is one of the chief causes, along with reckless spending and shortage of production, for the strain on credit at this time. It is because of their realization of the fact that while this heavy pressure exists the current business of the country cannot be kept moving or proper support given to agriculture without some apportionment of the available credit of the country, that the Federal Reserve Banks have all vigorously insisted upon a policy of caution in extending loans and upon the careful and conservative use of credit. This

does not involve, however, that they will hesitate to extend to the grain growing, live stock and dairy interests, or other essential businesses of the country, the degree of support and assistance that is necessary in order to enable them to weather the present difficult conditions.

The slowing down of transportation is illustrated in the fact that loaded cars of grain forwarded from Minneapolis during March, April and May, were short 10,267 as compared with the same period of a year ago. Cars of flour forwarded were short 7,936. Loaded grain cars received from the country during this period were short 11,133. This is illustrative of a condition for which there is no immediate remedy, although the agencies of the Government, railroad operating officials, and all others in a position to help, have unquestionably given it their energetic and unremitting attention. There is a definite shortage of cars suitable for the loading of grain, flour and mill products.

There is unquestionably a slower movement of the existing cars than formerly. This is illustrated by the fact that the turn-around on flour and wheat from Minneapolis to Duluth used to occupy five days. Recent investigations show that on this run of approximately 160 miles, the time on the road each way is three days, while as to the particular cars investigated, the handling at Duluth terminals and incidental delays, consumed an average period of thirteen days. We therefore have the result that where we formerly had a five day return to Minneapolis, the period is now nineteen days. The instance referred to may have been subject to more than ordinary delay, but it seems entirely safe to assume that the period required for the turn-around is at least doubled, from which it is logical to argue that the efficiency of the freight car, from the standpoint of the service it affords, has been reduced fifty per cent. These conclusions would seem to be in line with those recently expressed by railroad operating officials who have gone into the question of the efficiency of the car movement. Not only are we short of cars, but we are not getting the same use as formerly out of the cars we have.

Going back to the figures on the prospective crop, it would seem that if we have 200,000,000 bus. of available elevator capacity, and a 650,000,000 bus. crop, that we are immediately forced to consider what we are going to do with the difference of 450,000,000 bus. after we have filled up the elevators. Obviously there can be no return in cash to the farmer until this volume of grain is moved to market. If transportation conditions improve between now and September 1st in such a degree as to give assurance that the northwestern lines will be able to move 450,000,000 bus. of grain with anything like reasonable promptness, the crop financing problem will at once lose a great deal of its seriousness.

It is encouraging to note that northwestern lines have already been provided with means of substantially increasing their equipment, but time will be required before the cars themselves actually appear at the wheat shipping points, and the improvement that must occur before a normal movement of the crop over the railroad lines can be anticipated this fall, must be of a very substantial nature.

It seems fair to assume that if the crop is to move by rail that the rate of improvement in rail transportation must be very much greater than the rate of improvement from December 15th last to this date, and it would also seem that to place substantial reliance upon the ability of the railroads to create this improvement under present conditions, would be to place unwarranted faith in the future.

The Grower's Problem: This is a problem to which the grower should give immediate and personal attention. It would be hopeless at this date to attempt to predict what elevator and shipping conditions will be at thousands of different country points following September 1st. These are facts which the farmer can and should ascertain for himself. He should estimate the amount of his own and his neighbor's prospective production, and should ask himself whether there seems to be a reasonable probability that the local elevators are going to be able to receive and promptly handle this volume of grain. If he cannot assure himself that normal conditions will exist during the early fall months when the new crop comes on to the market, he should at once devote his attention to acquiring space in his existing buildings in order to provide additional grain bins that will be tight and dry and to providing, if necessary, temporary farm storage.

The fall crop will move slowly. The movement from the country to the terminals will not be what we have experienced in normal years, and it is very possible that the problem which will confront the farmer in protecting and saving his grain from damage and loss will be quite as serious as that which confronts the banks

[Cont'd on bottom first column this page.]

Feedstuffs

PAYETTE, IDA.—The Idaho Alfalfa Milling Co. will build a galvanized iron mill building in this city.

KENNEY, ILL.—The Kenney Elevator Co. recently completed a feed warehouse and will now handle mill feed in car load lots.

ST. LOUIS, MO.—The Ralston Purina Co. has registered the word "Grainola" as its trademark No. 128617 for use on stock feed.

BIRMINGHAM, ALA.—The W. M. Cosby Flour & Grain Co. has registered the words "Big Flow" as its trademark No. 128,663 for use on dairy feed.

THE NORTHERN ILLINOIS FEED CO., Chicago, Ill., has registered the phrase "Honest to Goodness" as its trademark No. 132,108 for use on stock feeds.

ST. ALBANS, VT.—The St. Albans Grain Co. has registered the word "Wirthmore" as its trade mark No. 130,693 for use on wheat and hominy meal.

MABTON, WASH.—The Mabton Alfalfa Meal Co. has been incorporated with a capital stock of \$15,000 by C. B. Cox, J. Perry and F. M. Wanzer.

THE H. Q. HAY & GRAIN CO., operating an alfalfa feed mill at Valley Center, Kan., is planning to build a mill in connection with its Wichita warehouse.

THE OHIO FEEDINGSTUFFS LAW, recently held constitutional by the Ohio Supreme Court, will require a license for the sale of feeds if not made from the whole grain.

CLYDE, N. Y.—The Macewell Milling Co., successor of the Elwell Milling Co. at Fulton, N. Y., is negotiating for the lease of the old Taylor malthouse at this point.

FT. SCOTT, KAN.—The Brooks Co. has registered the design of a setting hen under the words "Brooks Best" as its trademark No. 123,330 for use on poultry feed.

ST. LOUIS, MO.—The Alfocorn Milling Co. has registered the words "Bon-ton" and "Butter-Bail" as trademarks No. 132,225 and 132,226 to be used on stock feeds.

THE BRITISH EXPORT EMBARGO on hay has been removed from the date of May 14, 1920, and on green forage from May 7, according to recent cable news from London.

ST. LOUIS, MO.—The Alfocorn Milling Co. has registered a design of the word "Wishbone" written thru a black wishbone as its trade mark No. 132,224 for use on stock feed.

CAIRO, ILL.—The Samuel Hastings Co. has registered the design of the words "Uncle Sam" written thru a picture of Uncle Sam as its trademark No. 126,027 for use on stock feed.

CINCINNATI, O.—The Buckeye Cotton Oil Co. has registered a design of an oval containing the words "Buckeye Poultry Feed" as its trade mark No. 132,287 for use on poultry feeds.

BURLEY, IDA.—The Burley Feed Manufacturing Co. has registered the word "Alcomo" in a diamond shaped design as its trademark No. 130,203 for use on feed for livestock and poultry.

MEMPHIS, TENN.—The National Brokerage Co., feed brokers, has issued an interesting

booklet on the method of manufacture, the composition and merits of various kinds of feedstuffs.

CINCINNATI, O.—The Buckeye Cotton Oil Co. has registered a design of two chickens, the letters "M-I-M" and the words "Poultry Feed" in a rectangular border of eggs as its trade mark No. 132,291 for use on poultry feed.

CINCINNATI, O.—The Buckeye Cotton Oil Co. has registered a design of two horses' heads and the words "Gumbo Horse and Mule Feed" within a shield as its trademark No. 132,289 for use on dairy, stock, cattle and farm animal feed.

CHARLESTON, W. VA.—A charter was issued to Donahue, Lewis & Co., of Clarksburg, W. Va., to engage in the wholesale and retail feed and flour business. The capital stock is \$30,000 and the incorporators are A. M. Donahue, Henry Q. Lewis, Henry L. Barham, Hettie C. Barham and Frank M. Powell.

ST. LOUIS, MO.—The Alfocorn Milling Co. has registered words "Alfa Oats" as its trade mark No. 132,227 for use on stock feed; a design of the words "Hog Lasses" written thru a hog has also been registered by the same company as its trade mark No. 132,220 for use on hog feed.

S. A. CLARKSON & Co. is a new firm, with offices in the Postal Telegraph Bldg., Kansas City. S. A. Clarkson was formerly connected with the Alfalfa Grain Products Co. The new company will handle bran and shorts and other feeds, but will specialize in alfalfa meal and alfalfa mixed feeds. Mr. Clarkson is manager of the company.

SIoux CITY, IA.—Criminal prosecution of the officers and directors of the Alfalfa & Cereal Milling Co. is advised by E. A. Burgess, receiver, of the stock selling scheme, which has netted Geo. P. Johnson more than \$14,953, that he is asked to refund. Stock had been sold to the amount of \$236,000, but this has been dissipated and the concern is \$12,000 in debt.

THE SARGENT AND ASH MILLS is the new feed milling company just organized in Des Moines, Ia., incorporated for \$600,000. The new mill will be built on sixteen acres lying along the Northwestern R. R. tracks. The officers of the new company are: W. I. Sargent, formerly pres. of Sargent & Co., pres.; C. C. Ash, recently treas. of the Bass-Fogarty Co., vice-pres.; C. N. Kinney, sec'y; and A. J. Cheeseman, treas.

A HEARING RESULTING from a proposal of the Western Trunk Line Com'te to discontinue the furnishing of grain doors for the loading of grain products was held in Chicago July 8. The railroads have been furnishing such doors without charge, just as they have done in the case of grain; but they now plan to discontinue furnishing car doors for the loading grain products. Sec'y C. V. Topping of the Southwestern Millers' League represented his organization.

E. E. BENEDICT, senior member of the E. E. Benedict Flour & Feed Co., Marshalltown, Ia., has disposed of his stock in the company to his associates, J. B. Bass, L. E. Herring, C. A. Ames, and W. A. Anderson, who will continue the business under the old firm name without change in policy. Mr. Benedict has been engaged in the milling and flour and feed business for nearly thirty-eight years. The officers of the new company are: pres., J. V. Bass; sec'y, L. E. Herring; and treas., C. A. Ames.

GRAIN and feedstuff shortage in Denmark has resulted in the use of mussels for chicken feed. Mussels have previously been used in Denmark for hog feed. For chicken feed they are boiled, washed, dried and reduced to meal. This gives a stable article that will keep a long time. Analysis of this food shows the following constituents: moisture, 3 to 4%; proteins, 8 to 10%; fats, 1 to 2%; other organic matter, 13 to 14%; mineral contents (mostly calcium carbonate), 75%. Poultry

will not take to this feed at once, but when increased gradually in the diet they will begin to relish it. Tests show an increased egg production on this feed. Mussels are found all along the Danish coast.

Eastern Federation of Feed Merchants Meets.

The Eastern Federation of Feed Merchants held its fourth annual meeting at Pittsfield, Mass., on Thursday and Friday, June 24 and 25.

Members were slow in appearing and only about 150 were on hand when Pres. George Strong called the meeting to order. A large attendance soon drifted in as many merchants made the trip in automobiles and were a little late in arriving.

An address of welcome was given by Mayor A. L. Merchant of Pittsfield.

Sec'y F. C. Jones read his report on the activities of the Ass'n during the past year. He explained how the membership had increased from 680 to 950. Mr. Jones credited this increase to advertising and stated that the Eastern Federation is destined to become of great value to the grain and feed business thruout the eastern part of the United States.

"Contracts" was the subject of an address made by Frank A. Coles of Middleton, Conn. He began by saying that at the present time the grain and feed business is in an abnormal condition, even subnormal condition. His address follows in part:

I believe I am voicing the sentiment of practically every dealer when I say if we felt that we are going to have to carry on our business, year in year out, under conditions that have existed during the past 6 months, we would want to get rid of the business and take up something easy, like sawing wood or breaking stone.

It would take a superman to stay in the game under present-day conditions. Without encroaching on the ground of any of the speakers who are to follow me, I must state that most of our troubles as grain dealers and especially with reference to the matter of contracts has been due to the almost total collapse of our transportation facilities.

Friends, we are in the best business in the world and in that business are men of sterling worth, men who hold their reputation above the price of a few cents a bushel on thousands of bushels of grain. Those are the men we like to do business with and I would be willing to buy 25 carloads from that kind of a man without the scratch of a pen excepting a memorandum for reference rather than to buy one carload from some shippers if I could get the Supreme court of the United States to draw the contract for me.

Pick out the men of sterling worth and do business with them. Forget the lure of the fraction of a cent offered by the unknown or shady shipper. If you make your contracts with the former even tho those contracts may be nothing but a memorandum on a piece of scrap paper you can go to bed and sleep soundly.

Dean Webster of Lawrence, Mass., gave an interesting talk on insurance and fire prevention. He advised that well filled water casks or other fire extinguishers be kept on hand. He also advised the installation of an automatic sprinkler system when the insurable values warrant the investment.

L. F. Brown, sec'y of the American Feed Manufacturers Ass'n, spoke on the feed manufacturer and his problems. In his talk he advised the establishment of a temporary priority order giving the right of way to food, feed and fuel.

A banquet held on the top of a nearby mountain, in the Aspinwall Hotel, was enjoyed by all the dealers on Thursday evening. Music was provided and the dealers furnished considerable of their own entertainment.

A. H. Smith, assistant to the vice-pres. of the New York Central Lines, explained some of the troubles of the carriers. He then asked that the dealers co-operate with the carriers in every way possible.

John F. Lantz, breeder of thoroughbred livestock and an expert on nutrition, made an interesting address on the relation of the feed industry to livestock husbandry.

A. W. Pine of Walton, N. Y., district man-

Feedstuffs Movement in June.

Receipts and shipments of feedstuffs at the various markets during June, compared with June, 1919, were as follows:

| | Receipts— | | Shipments— | |
|-------------------|-----------|--------|------------|---------|
| | 1920 | 1919 | 1920 | 1919 |
| Chicago, tons | 18,194 | 17,305 | 42,542 | 37,155 |
| Cincinnati, tons | 930 | 1,800 | ..... | ..... |
| Kansas City, tons | 5,220 | 2,280 | 14,780 | 9,740 |
| Milwaukee, tons | 3,450 | 5,976 | 24,732 | 19,496 |
| St. Louis, sacks | 122,650 | 49,410 | 113,600 | 137,845 |

Grain Carriers

ager for the Clover Leaf Milling Co., by securing 26 new members for the ass'n won the silver cup, placed in competition, to be given to the member who brot in the greatest number of new members.

A resolution to increase the membership fee was presented by Lester Herzog. The resolution as adopted follows:

WHEREAS, the steadily increasing cost of conducting the affairs of this Ass'n, the expenditures have been greater than the revenue, be it

RESOLVED, that this Ass'n assess each member 50 per. cent of their annual dues in order that this deficit be met.

WHEREAS, it is the unanimous opinion of the members of the Eastern Federation of Feed Merchants that the minimum fee for membership in this Ass'n is inadequate, therefore be it

RESOLVED, that the minimum fee for membership in this Ass'n be increased to \$10 per annum.

Officers elected for the coming year were pres. Reeve Hardin, Hamburg, N. Y.; vice-pres. Stanley Petit, Huntington, S. D.; treas. Frank Benjamin, Canastota, N. Y.; sec'y F. C. Jones, Bullville, N. Y.

The report of the resolutions com'te as made by Chairman E. H. Hickey was unanimously adopted by the Ass'n. The following were included in the adopted resolutions:

WHEREAS, the Eastern Federation of Feed Merchants recognizes the lack of railroad equipment, especially grain cars, and desires to lend its utmost co-operation in assisting to alleviate this condition, be it

RESOLVED, that the members of this organization when ordering feeds request the minimum weight be 30 tons.

If the Interstate Commerce Commission should deem it expedient to promulgate a temporary priority order in order to furnish relief from present conditions we believe it essentially necessary that feed for live stock and poultry be included with food and fuel in such order and we strongly urge such action on the part of the Interstate Commerce Commission in the event that any priority orders are issued.

Prof. John F. Lantz, Chester, Pa., read a paper entitled "The Relation of the Feed Industry to Live Stock Husbandry."

Judgments for Adulteration and Misbranding.

Under the Food and Drugs Act the following judgments have been rendered recently in the U. S. District Courts for the Buro of Chemistry, U. S. Dept. of Agriculture.

The Athens Cotton Oil Co., Athens, Tex., charged with misbranding of cracked cottonseed feed, entered a plea of nolo contendere to the information, and the court imposed a fine of \$100. Misbranding was alleged for the reason that the statement on the label, "100 Pounds (net)," was false and misleading, for the sack did not contain 100 pounds net of the article; and for the further reason that it was food in package form, and the quantity of the contents was not plainly and conspicuously marked on the outside of the package.

The Atlanta Cotton Oil Co., Atlanta, Ga., was charged with the misbranding of cottonseed feed and adulteration and the misbranding of cottonseed meal. Adulteration was charged because of the presence of cottonseed hulls in substitution for a portion of the article purported to be "Good 7% Cottonseed Meal." Misbranding was alleged because of the use of the name "Good 7% Cottonseed Meal," and because it was food in package form without the quantity marked conspicuously and clearly on the outside. The defendant company entered a plea of guilty and the court imposed a fine of \$100.

John Wade & Sons, Memphis, Tenn., charged with the misbranding of dairy feed, entered pleas of guilty to the information, and the court imposed a fine of \$25 and costs.

Rickert's Rice Mills, New Orleans, La., charged with adulteration and misbranding of rice bran, on the ground that rice hulls were found in the article, whereas the label read in part, "Rice Bran," pleaded guilty to the charge, and the court imposed a fine of \$10.

The Crescent Cotton Oil Co., Memphis, Tenn., charged with adulteration and misbranding of cottonseed meal, entered a plea of guilty to the information, and the court imposed a fine of \$100 and costs.

GRAIN shipments eastbound thru the S. Ste. Marie canals in April as reported by the Buro of Foreign and Domestic Commerce amounted to 6,008,000 bus., compared with 44,176,041 bus. in April 1919.

ON May 1, 25.9% of the freight cars were on their home lines compared with 25.3% on May 15 and 25.7% on June 1, reports Chairman Kendall of the American Railway Car Service Commission.

RECOMMENDATIONS on the use to be made of the part of the \$300,000,000 set aside for new equipment for carriers were made to the Interstate Commerce Commission by Thomas Dewitt Cuyler, chairman of the Ass'n of Railway executives. He urges \$26,868,000 for the purchase of 599 locomotives and \$52,000,000 for the purchase of freight cars.

A PETITION for cars to the Interstate Commerce Commission is being circulated by grain dealers at Metamora, Ill., among dealers in nearby stations on the C. & A. Petition explains that the car shortage is causing a local money stringency because dealers and farmers cannot sell their grain and get money with which to carry on their business.

SHIPPERS on the New York Central Lines shall be supplied with transportation to the Erie barge canal public terminal at Buffalo according to a recent ruling of the New York Public Service Commission. The ruling also provided that carriers shall provide cars to the terminal and shall spot, place and remove cars from the terminal. Complaint had been made by Superintendent of Public Works Walsh.

BOSTON's grain export trade has been hard hit by the car shortage. The elevators of the B. & M. and the B. & A. railways having a total capacity of over 1,000,000 bus. are empty. As a result nine steamers have been withdrawn from Boston service on two steamship lines. Some improvement is expected to follow the recent raising of the embargo by the New York Central against shipments of grain from Buffalo to Boston.

CAR SHORTAGES, strikes and seaport congestion have caused an increase in the amount of grain exported direct from Chicago within the last year. Within the last two months over 4,000,000 bus. of wheat have been shipped direct from Chicago to Europe by boat. This is eight times as many bushels as were exported direct from Chicago in the whole year of 1919. Most of this shipping was done in small boats having a capacity of about 150,000 bus.

THE UNITED States District Court at Minneapolis, Minn., June 30 granted the Farmers Elevator Co., of Sleepy Eye, permission to transfer its suit to the district court, to recover \$8,141.97 in freight charges on grain collected by the C. & N-W. R. R. Co. in excess of the rates established on intrastate shipments by the state railroad and warehouse commission. The railroad company alleges the state rates are unreasonably low and confiscatory. The case was placed on the calendar for the October term.

UNREASONABLE rates on a car of oats was the cause for complaint filed with the Interstate Commerce Commission by the Edward Hines Lumber Co. The joint thru rate from Chicago, Ill., to Picayune, Miss. was greater than the contemporaneous intermediate rate to St. Louis, Mo., and then to destination. The I. C. C. found that the defendant carrier the C. B. & Q. admitted that the rate was unreasonable and that the rate in question had been canceled. Reparation amounting to \$36.19 and interest from 1916 was awarded to the Edward Hines Co.

THE INTERSTATE COMMERCE COMMISSION on July 3 suspended the tariffs filed by the C. B. & Q. R. R. for increased rates on grain and grain products until Nov. 2, pending an investigation and a hearing.

CARRIERS have been requested by the Interstate Commerce Commission to submit before August 1, 1920, tentative forms of thru export Bs/L which they may desire to issue in connection with carriers by water whose vessels are registered under the laws of the United States, and in connection with carriers by water whose vessels are of foreign registry.

THE INTERSTATE COMMERCE COMMISSION has notified Chicago railroads that 27,750 empty grain cars have been ordered delivered to the western roads by the eastern roads. The first deliveries will be 1,800 to the Santa Fe; 1,200 to the Soo Line; 300 to the Wabash; 300 to the Chicago Great Western; 300 to the Chicago and Northwestern, and 1,200 to the Rock Island system. Other deliveries will be to the Northern Pacific, Great Northern, and Union Pacific roads.

JUDGMENT for \$837 against the C. & N. W. Railway was recently awarded the George W. Cole Grain Co., Peoria, Ill., by a jury in the county court at Peoria. Difference in the value of a car of grain at the time of shipment and the selling price at Monroe, Mich., in a spoiled condition is the basis of the award. The carriers had no witnesses in defense and only contended that the Cole Co. should stand part of the loss caused when the car was in the freight yards at Peoria. The jury found that the transportation delay caused the corn to rot before it reached its destination.

THE NEBRASKA Railway Commission has been enjoined by the federal court at Lincoln from enforcing its general order No. 19 fixing class rates in Nebraska. The state commission is also restrained from interfering with the schedule of rates provided by the Interstate Commerce Commission. Complaint had been made against the state commission in a petition by carriers operating in Nebraska. The controversy between the state and the interstate commission dates back to many years before federal control. During federal control rulings of the state commission were not effective.

UNREASONABLE RATES on oats shipped from South Dakota points to Portland, Ore., were the cause of complaint filed with the Interstate Commerce Commission by the Northern Grain & Warehouse Co. of Portland, Ore. The carrier was charged with violating section 10 of the federal control act when it charged a rate of 76 instead of 61c per hundred on this shipment. In rendering a decision the I. C. C. stated that the rate was unreasonable to the extent that it exceeded 61c; also that the shipper was damaged to the extent of the excess rate charged and was entitled to reparation with interest. Shipper was advised to determine reparation under Rule 5, Rules of Practice.

INDICATIONS ARE that the Interstate Commerce Commission, as a result of the recent hearings in Washington on the proposed freight rate increases, will grant a considerable increase. Under the new transportation act the commission must adjust rates so that the roads will earn approximately 5½ per cent on the value of their properties. In addition the Commission has the power to grant an extra one-half of one per cent, and it seems likely that this extra will be granted. The increase granted will probably be at least 18 per cent, and possibly as much as 28 per cent,

THRESHING machines and other implements for harvesting the 1920 grain crop can be moved on flat cars while automobiles and other equipment are denied this privilege under a recent ruling of the car service commission.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

ARIZONA

Flagstaff, Ariz.—The Flagstaff Milling Co. has completed a new 60x24 ft. warehouse with concrete basement under the end, 22x24 ft. Above the basement is the office. The main room is 12 ft. high to ceiling and 22 ft. to the roof peak. A loading platform runs the entire length of the building. The company has leased a triangle of land between the mill and an oil station, and will start work on a 30,000-bu. elvtr. at an early date. It has not as yet however been decided as to what material will be used. M. Lusk is mgr.

CALIFORNIA

San Francisco, Calif.—The A. W. Scott Co. has succeeded Scott, Magner & Miller. The firm was founded in 1853 and was originally operated as Place & Scott.

Modesto, Calif.—We have incorporated for \$25,000 and have succeeded Bomberger & Co. and we will continue the eastern shipping business of barley, beans and rye.—P. S. Bomberger, Bomberger Bean & Grain Co.

Los Angeles, Calif.—The recent fire that we had was of not much consequence, as it was controlled before it did any great amount of damage. It was confined to the elvtr. shafts and did not get into the crib bins to any great extent. The entire loss will probably not run much over \$2,000.—Great Western Milling Co.

Los Angeles, Calif.—I have no elvtr. here and am going to re-engage in the wholesale grain business which I established in 1906 and continued until I took up the work of the U. S. Grain Corporation which was discontinued June 1. My storage is taken care of by public warehouses. My office is in the I. W. Hellman Bldg.—Geo. H. Martin.

CANADA

Midland, Ont.—The plant of J. Copeland & Sons burned June 12.

Bawlf, Alta.—The Quaker Oats Co. has let contract for an elvtr. to the Harper Constr. Co.—B.

Calgary, Alta.—A permit has been taken out for an office for the grain commissioners adjacent to the government elvtr.—B.

Toronto, Ont.—C. R. Van Matter has bot out the interest of his partner, A. R. Roberts, and the partnership has been dissolved. The firm now operates as C. R. Van Matter & Co.

Port Arthur, Ont.—Arthur Bruce, supt. of the Government Elvtr., has resigned, having been appointed to the superintendency of the new Government Elvtr. at Buenos Aires, Argentina. He will remove to South America very shortly.

Winnipeg, Man.—The following memberships in the Grain Exchange have been transferred: W. H. Lake Estate to R. A. Purves, Winnipeg, and John Washburn Estate to F. M. Crosby, Minneapolis. Firms registered are: Albert C. Field, Inc., New York, by A. C. Field, and Washburn-Crosby Co., Minneapolis, by F. M. Crosby.

Port Colborne, Ont.—The new Government Elvtr. which was wrecked by a dust explosion last August, is again ready to receive grain. The repairs cost \$600,000. It is reasonably certain that an explosion will never occur again in this elvtr. Formerly, the 180 open-topped bins opened into a room above, so that dust could freely circulate in the whole space above. Now, the bins have been built to the floor above and each one is absolutely separate from the others. The explosion, as the investigation disclosed, was caused by the clogging of a conveyor, the friction of the revolving belt on the dead pulley igniting the dust. Under the system now installed an automatic horn gives signal whenever the machinery is slowed down.—B.

Winnipeg, Man.—The Canadian Board of Grain Commissioners operated or controlled the 5 elvtrs. at Port Arthur, Ont.; Moose Jaw and Saskatoon, Saskatchewan; Calgary in Alberta; and Vancouver, B. C., according to a report to the Parliament recently. These elvtrs. have a capacity of 3,200,000 bus., 3,500,000 bus., 3,500,000 bus., 2,300,000 bus., and 1,500,000 bus. respectively. The cost of operation for all was \$300,000 and net profits after deducting it, were \$669,545.

OTTAWA, ONT., LETTER.

Ottawa.—An item for \$20,224.49 was included in the estimates for reimbursements of the losses occasioned to some grain firms thru the arbitrary closing down of wheat trading on the Winnipeg Grain Exchange last summer. Sir George Foster said that as the Government policy of centralizing marketing was aimed to benefit the whole country, it was only fair that those firms losing money, through not being able to complete private transactions, should be defrayed by the State.—B.

The Canadian Government has decided to continue the Canadian Wheat Board for another year. It will consist of 12 members, and will make investigations to ascertain available supplies of wheat, the location and ownership of the same, transportation and elvtr. facilities and all conditions connected with price and marketing. The board is given powers similar to those now enjoyed regarding purchase, storage and transportation of wheat as well as to sell stocks in excess in domestic requirements, and can also fix maximum prices or margins of profit for flour and other wheat profits, as well as standards of quality, and also control of the export and sale of flour for export. There will be no trading in wheat futures except by permission of the board.

COLORADO

Wray, Colo.—The elvtr. of the Wray Mill & Elvtr. Co. was struck by lightning during a recent storm and burned; loss \$50,000; insurance \$25,000.

Goodrich, Colo.—We are building a new elvtr. here and will be ready to open it about the middle of August.—Weldon Valley Grain & Bean Co., Weldona.

Platner, Colo.—We are adding additional storage bins to our elvtr. to take care of the large crop this year. Our firm name has been changed from G. C. Miller to G. C. & R. W. Miller.—G. C. Miller.

Montrose, Colo.—The Farmers Mill & Elvtr. Co. has been out of business here for several years and the old plant has been torn down. Only 2 companies in town, the Flour Milling Co. and our house.—H. C. Mc., Montrose Elvtr.

Denver, Colo.—Ross Lowe is now with the Conley-Ross Grain Co. of this city being in charge of the traffic department and also active in the buying and selling end of the business. He was formerly connected with the Summit Grain & Coal Co.

Brighton, Colo.—The Midland Cereal Products Co. is building a 75x180 ft. factory, 3 stories and Texas, of re-inforced concrete with steel sashes, a workhouse 30x40 ft., 7 stories high also of reinforced concrete and 12 storage tanks of the same material, 20 ft. in diameter and 85 ft. high with a total capacity of 250,000 bus. The plant will be known as the Cereal Breakfast Food Plant and is to be completed in from 60 to 90 days. L. Scott Twogood is engineer.

IDAHO

Ashton, Ida.—Thomas Bros. have installed a new 700-bu. grain cleaner in their elvtr. and are building a new 2,000-bu. bin over it.

Kimberly, Ida.—The Farmers Grain & Milling Co. has established its headquarters here with Kenneth Annett as chief auditor and book-keeper.

Pocatello, Ida.—The Pocatello Milling & Elvtr. Co. has had its name painted near the top of the big grain elvtr. it recently completed so that "all who run may read."

Hansen, Ida.—We have installed a Trapp Dump and a new type Fairbanks 15-ton Auto Scale. We will also make many minor improvements.—Hansen Elvtr. Co.

St. Anthony, Ida.—There has been no change in the management of the St. Anthony Flour Mills and the report that Otto Knoche will be mgr. is unknown news to us.—St. Anthony Flour Mills.

Caldwell, Ida.—Work on the new plant of the Caldwell Equity Milling Co. has been started. The most of the old buildings are being wrecked so as to make it easier to put in a full basement for the new plant.

Coeur d'Alene, Ida.—On the night of June 2nd our safe was broken open by burglars. They got something over \$200 in cash and over \$300 in checks. The checks have all been replaced. No trace of the burglars has been found. We carried burglar insurance on the safe and contents.—Coeur d'Alene Grain & Milling Co., Ltd.

Craigmont, Ida.—The White-Dulaney Grain Co., which recently consolidated with the Fisher Flour Milling Co. and the Milwaukee Grain & Elvtr. Co., both of Seattle, Wash., will open offices in this city and all towns on the Nez Perce and Camas prairies. Roy Goodall, formerly mgr. for the Ferdinand Rochdale Co., will be mgr. here. This will be the headquarters of the company.

ILLINOIS

Plainview, Ill.—Have sold my elvtr. at this station.—E. L. Crawl.

Bunker Hill, Ill.—Geo. Reader is mgr. of the new Farmers Elvtr. Co.

Bement, Ill.—J. F. Sprague has displaced gasoline with electric power.

Malta, Ill.—Theo. Peterson is installing motors in place of a gasoline engine.

Lane, Ill.—An elvtr. site on the I. C. has been purchased by the Co-op Grain Co.

Roselle, Ill.—Walter Nerge is sec'y-treas. of the Farmers Co-op. Elvtr. Co. here.

Norwood, Ill.—The Inland Grain Co. of Galesburg has taken over the elvtr. at this station.

Esmond, Ill.—The Farmers Grain Co. is installing a Hall Signaling Distributor in its elvtr.

Argenta, Ill.—The elvtr. of the American Grain Co. was recently bot by the Argenta Grain Co.

Godfrey, Ill.—Edward Nelder, of Fieldon, will be supt. of the new elvtr. of the Godfrey Co-op Elvtr. Co.

Earlville, Ill.—G. A. Cope gave up the idea of building a new elvtr. here and bot one at Tonica.—S.

Homer, Ill.—The Farmers Elvtr. Co. will build a 10,900-bu. elvtr. It will be near the station of the I. T. S.

La Harpe, Ill.—We will install a combination truck and wagon dump as soon as we can.—Paulson & Mayer.

Chenoa, Ill.—An air blast car loader has been installed in the T. P. & W. Elvtr. operated by the C. W. Parry Grain Co.

Eden, Ill.—I am mgr. of the Farmers Co-op. Co., and we are now operating the elvtr. we recently bot from H. F. Turner.—E. C. Mullen.

Hammond, Ill.—We recently sold our elvtr. to the Horton Grain & Lumber Co. which also took over our lumber yards.—Bunyan & Evans.

Rantoul, Ill.—There has been no change in the management of the Rantoul Grain Co. as reported. Ernest Bumper has been mgr. since Nov. 25, 1918.

Tremont, Ill.—The Tremont Co-op. Grain Co. will succeed the old Mutual Grain Co. The capital stock will be increased to \$25,000. E. P. Foley is pres.

Peters (Edwardsville p. o.), Ill.—We have bot a site here and are building a 16,000-bu. elvtr.—Will P. Lee, sec'y Progressive Co-op. Grain & Feed Co.

Prospect (Rantoul p. o.), Ill.—I am now employed at the elvtr. of the Tomlinson Co-op. Grain Co. at this point.—A. M. Winter (He was formerly mgr. at Ogden, and is now 2'd man here.)

Warrensburg, Ill.—We have succeeded Victor Dewein at this station and now operate the elvtr. we bot from him.—C. H. Faith & Son, Wm. A. Faith, mgr.

Barnes (R. F. D. Normal), Ill.—I am now mgr. for the Barnes Grain Co. Our new 50,000-bu. elvtr. will be ready to take in grain in 10 days.—W. A. Pegram.

Mahomet, Ill.—A. E. Smith, who recently fell from a scaffolding at the elvtr. of the Mahomet Grain Co., is slowly but surely recovering and is able to be out of doors part of the time.

Big Rock, Ill.—The Big Rock Farmers Co-op. Elvtr. Co. has bot the elvtr. of the Armour Grain Co. A. R. Jones the former mgr. for Armour & Co. remained with the new company.

Rock Creek, Ill.—H. E. Cory is the mgr. of the elvtr. we recently bot of Geo. McAdams here. We will make improvements here that will put the house into first-class shape for the 1920 crop.—G. G. Jones, Knollenburg Milling Co., Quincy.

Hanna City, Ill.—We have installed a combination dump in our new elvtr. We dismantled the old house and built a new one out of the lumber from the old one as well as a machine warehouse and a salt house.—B. F. Holt, mgr., Farmers Elvtr. Co.

Roscoe, Ill.—The elvtr. of Geo. Atwood which we formerly operated and which was burned recently, was located at Roscoe Siding not at Rockton as reported. The house and its contents were a total loss. The blaze started from a spark from a passing locomotive on the C. M. & St. P.—R. H. Peck, J. H. Patterson & Co.

Ursa, Ill.—Joe Wible is mgr. of the elvtr. here recently purchased from Geo. McAdams by us. We are now making necessary improvements to take care of the new wheat crop and it is our intention to build a flour and feed house 25x75 ft. and carry complete stock at this point. It is also our intention to practically double the capacity of the elvtr. this fall. We intend to install a 1-ton dump scale for either truck or wagon, also install a modern equipped corn sheller and a 25-h. p. gasoline engine.—G. G. Jones, Knollenburg Milling Co., Quincy.

Utica, Ill.—The elvtr. which I recently purchased from J. H. Carlin burned June 25 from an unknown cause. The fire started about 10:30 p. m. and was first discovered in the roof on the railroad side of the building. It is assumed that a spark from a freight engine caused the fire. There were two freight trains in Utica at the time, and both engines had passed the elvtr. just previously to the discovery of the fire, but nothing more definite is known. The elvtr. and grain, of which there was about 3,000 bu., were a total loss. Both the house and the grain were pretty well covered by insurance.—C. J. Williams.

CHICAGO NOTES.

Walter N. Jacobs has been admitted to membership in the Board of Trade Clearing House. The finance com'te of the Board of Trade has fixed the rate on advance for the month of July at 7% per annum.

A Board of Trade membership was recently sold for \$10,350 net to buyer. It is the best price for some time.

New members of the Board of Trade are: E. A. Boerner, A. E. McConnell, H. M. Paytner and Harry Olendorf.

H. J. Koehl has been elected vice-pres. of W. H. Perrine & Co. and will represent the firm on the Board of Trade.

Raymond E. Andrews has been elected a director of P. H. Schiffin & Co., in place of E. W. Jacob. Mr. Andrews is mgr. of the office at Champaign.

Daniel McKinnon, of Minneapolis, and Henry Holt, of Indianapolis, have been admitted to membership in the firm of Thomson & McKinnon, the change being effective July 1.

E. M. Larson has succeeded Henry Rang, Jr., who died very suddenly, May 24, as pres. of Henry Rang & Co. Other officers are Hugo Stolley, vice-pres.; V. H. Rang, sec'y and J. J. Corbett, treas.

The Board of Trade Clearing Corporation has been incorporated for \$1,000,000 under the laws of the state of Delaware. The shares are placed at \$2,500 apiece and 80% of their value can be used as margins on trades. Nearly the entire membership of the present clearing house ass'n has signified its willingness to join the new corporation.

Elevator and feed mill operators, thru a com'te of which H. D. Richeson is chairman, are negotiating a wage agreement with the laborers that will be acted upon Saturday, July 17. The men are working and the negotiations are proceeding in a sensible way.

The following changes have been recently made in the cash grain field: E. R. King, of the Arcady Farm Milling Co., is now with the Armour Grain Co.; H. F. Harvey, formerly with W. P. Perrine & Co., is now with E. Lowitz & Co.; John McCormick, formerly with Pope & Eckhardt, is with Harris, Winthrop & Co., and Jos. F. Garrity has severed his connections with E. Lowitz, to join the forces of Jackson Bros. & Co.

Rosenbaum Bros. have recently leased the National Elvtr. and expect to use it more particularly for the handling of wheat. This will be of special interest to country shippers along the Chicago & Alton, as the direct switch to the National Elvtr., on that road, may save them several days' interest, amounting perhaps to 1/2 to 1c per bu., if sale is made to Rosenbaum Bros., who expect to be in the market at all times at the Chicago call price, or a little better during the session.

The following elvtrs. were declared regular for the storage of grain and flaxseed for the year ending June 30, 1921: Rock Island Elvtr. "A"; Chicago-St. Louis Elvtr. and Annex; J. Rosenbaum Elvtrs. "A," "B" and "C," South Chicago Elvtr. "C" and Annex; Calumet "B" and "C" and Armour "A," "B" and "C." All of these were regular last year, with the addition of the "National Elvtr.," which is not on the list this time. The total capacity for this year is 12,950,000 against 13,800,000 bus. a year ago.

Effective July 1st, the railroads in the Chicago Switching District will not accept carload freight the origin and destination of which are both in the Chicago Switching District, except on permit issued by the Intra-Terminal Com'te, La Salle Street Station. Application for permits should be made to the agent of the originating railroad, who in turn will transmit to the Intra-Terminal Com'te for approval and issue if granted. The agents are in possession of application and permit blanks. Permits are not required for shipments originating at or destined to points outside of the Chicago District.

INDIANA

Thayer, Ind.—The Farmers Co-op. Co. has bot an elvtr. here.

Mt. Ayr, Ind.—I am mgr. for the Farmers Co-op. Co.—J. C. Roe.

McGrawsville, Ind.—Sharp & Overman have succeeded Chas. Sharp.

Clifford, Ind.—I am now mgr. of the Clifford Co-op. Co.—C. C. Cook.

Montmorenci, Ind.—Ed. Taylor is installing a new 20-ton Fairbanks Truck Scale.

Stone Sta. (Winchester p. o.), Ind.—The Stafford Grain Co. has let contract for an elvtr. here.

Windfall, Ind.—Farmers Grain & Supply Co. has increased its capital stock from \$35,000 to \$50,000.

Milton, Ind.—The Milton Grain Co. incorporated for \$50,000 by Geo. Cain, A. L. Stone and others.

Attica, Ind.—We installed a Howe Auto Scale at our elvtr. recently.—P. E. Grimes, Fountain Grain Co.

Winchester, Ind.—Frederick Sale has been employed by the Goodrich Bros. Hay & Grain Co. here.

Merom, Ind.—We have bot the elvtr. of J. P. Allen, but will make no changes this year.—Farmers Co-op. Co.

Cayuga, Ind.—I am now located at this point.—D. P. Williams, agt. National Elvtrs. (formerly at Silverwood).

Peterson, Ind.—G. T. Burk has sold his elvtr. to the Adams County Equity Exchange and possession has been given.

Earl Park, Ind.—The Flinn Grain Co. has filed a preliminary petition for dissolution. Its property was sold some time ago.

Valparaiso, Ind.—Farmers Grain & Lbr. Co. incorporated for \$30,000 by John F. Pinkerton, Paul W. Greiger and Gust Greiger.

Whitestown, Ind.—Whitestown Co-op. Grain & Supply Co. incorporated for \$50,000, by A. O. Dulin, H. C. Markland and Ira B. Goodwin.

Silverwood, Ind.—I am now located at Cayuga.—D. P. Williams, agt. National Elvtrs.

Oakville, Ind.—Farmers Co-op. Elvtr. Co. increased its capital stock from \$15,000 to \$25,000.

Mt. Vernon, Ind.—The Farmers Elvtr. Co. is making extensive improvements in its plant, improving the driveway and painting the elvtr.

Camden, Ind.—J. S. Decker will succeed C. S. Klopp as mgr. for the Farmers Grain & Supply Co. Mr. Klopp will become a mgr. at Union, O.

Huntingburg, Ind.—Roland D. Wallace, mgr. of the elvtr. of the Wallace Milling Co., was married recently to Miss Velma Deatricks, of Ft. Wayne.

Knox, Ind.—Ed Pontius, the veteran grain buyer at the elvtr. of Guy M. Wells, is again on duty after a severe and lasting illness of several weeks.

Ambia, Ind.—We are building vitrified tile elvtr. and expect to have it ready within 30 days. The machinery is being installed.—J. M. Heinen, mgr. Ambia Grain Co.

Greentown, Ind.—The Farmers Federation, pending the organization of a farmers elvtr. company here, has asked for an option on the elvtr. of the Studebaker Grain & Seed Co.

Gaston, Ind.—The office of the elvtr. of the Goodrich Bros. Grain & Hay Co. was entered by burglars June 30, and \$51 in cash together with checks amounting to \$1,600 were taken.

Williamstown (Greensburg p. o.), Ind.—The Sandusky Farmers Elvtr. Co. has built a new power house, new scale shed, put a new foundation under the elvtr. and covered it with iron.

Cicero, Ind.—The Cicero Grain Co., Castle & Kerr, props., has sold its elvtr. to the Farmers Co-operative Co. Mr. E. E. Cornthwaite, an old grain man, is pres. and will manage the business.

Millersburg, Ind.—We are building a 28,000-bu. concrete elvtr. and warehouse to be ready for the new crop. The Burrell Engineering & Construction Co. has the contract.—Lyon & Greenleaf, Ligonier.

Fountain City, Ind.—The farmers have raised \$18,000 for a new elvtr. Work will be started as soon as possible. The company will incorporate in a few days. Clifford Keene, Wm. Wright and others are interested.

Kirkpatrick, Ind.—The Kirkpatrick Grain Co. has completed its 35,000-bu. cribbed iron-clad elvtr. operated by oil engine power and equipped with 3 legs. Cornwall Cleaner and Smith Sheller and 700-bu. hopper scale.—W. A. Gray, mgr.

Indianapolis, Ind.—We are building a 6-story, and basement, reinforced concrete, strictly fire-proof warehouse, 81x190 ft., containing 95,000 sq. ft. of floor space. Hope to have building ready Nov. 1. It will have 3 large elvtr. legs and a sprinkler system and will be strictly modern.—McCoy & Garten.

Knox, Ind.—The Farmers Co-op. Elvtr. Co. has bot a site for its new elvtr. and will begin wrecking the buildings now on the land at once. Efforts will be made to build an elvtr. in double-quick time, but if it is not ready for the new crop, other arrangements will be made for the handling of grain by the company.

The following have been elected to membership in the Indiana Grain Dealers Ass'n: Yeddo Farmers Grain Co., Yeddo; W. D. Springer, Indianapolis; the Early & Daniel Co., Indianapolis; Peoples Grain Co., North Judson; Potter & Sawyer, Rensselaer, and Smith & Stewart, Waveland, also the Nutritia Co., Cincinnati, O.—Chas. B. Riley, sec'y.

Bargersville, Ind.—The elvtr. of the Amo Mill & Elvtr. Co. has been thoroughly overhauled and repaired. The work in the boiler room especially has been extensive. An entire new front to the boiler, new grates in the furnace and additional pumping facilities are among the improvements. A new car loader has been added to the elvtr. equipment. E. B. McComb is mgr.

Boone Grove, Ind.—The old elvtr. here has been rebuilt into a feed house and the elvtr., moved from Montdale, is now on a new foundation and will be equipped with a new feed grinder, cracked corn separator and grader. It is the only elvtr. here and was owned by the Goodrich Bros. Hay & Grain Co., but we will operate it as the Boone Grove Grain Co., incorporated by E. F. Jones, N. L. Bradfield and P. E. Goodrich.—E. F. Jones, mgr.

IOWA

Goldfield, Ia.—We have just installed 2 Trapp Dumps.—Farmers Elevtr. Co.

Afton, Ia.—Farmers Co-op. Co. incorporated for by J. E. Young and L. H. Nickle.

Massena, Ia.—We are building a 200-ton coal house.—C. B. Paulson, mgr. Massena Grain Co.

Wallingford, Ia.—F. L. Gehlke is now mgr. for the Farmers Co-op. Elevtr. Co.—W. G. Gordon, sec'y.

Pierson, Ia.—I am now mgr. of the Farmers Elevtr. Co.—T. A. Pfund. (S. H. Lassen was formerly mgr.)

Dana, Ia.—The Farmers Union has decided to build an elevtr. and warehouse. J. W. Jameson will be mgr.

Rockwell City, Ia.—The Rockwell City Elevtr. Co. will install new trucks, dumps and scales in its two elevtrs.

Sergeant Bluff, Ia.—I am now mgr. for the Farmers Elevtr. Co.—C. E. Reitner. (R. A. Maarsingh was formerly mgr.)

Gladbrook, Ia.—The Farmers Elevtr. Co. is building 650-ton coal pockets and expects to put up another elevtr. this year.

Kimballton, Ia.—The Farmers Co-op. Co. has bot the elevtr. and store of Gund & Siem at this station and A. Rattenborg will be mgr.

Latimer, Ia.—J. H. Reiber is now mgr. for our company.—Fred Harris, sec'y Farmers Grain Co. (Mr. Reiber succeeds J. H. Miller.)

Chariton, Ia.—Farmers will build an elevtr. here if they cannot buy the local plant. J. C. Williamson is temporary sec'y of the company.

Ralston, Ia.—Albert Wenzel fell at the elevtr. of the Farmers Elevtr. Co. recently and was badly bruised and cut but is not seriously injured.

Fostoria, Ia.—The Hunting Elevtr. Co. has completed arrangements with the T. E. Ibberson Co. for the installation of scales at this point.

Bridgewater, Ia.—The Farmers Co-op. Co. has been organized with a capital stock of \$25,000 by E. H. Sullivan, M. A. Kluever, A. J. Wylie and others.

Manson, Ia.—The Farmers Elevtr. Co. have decided to build a second elevtr. and will do so as soon as the arrangements for a site on the I. C. can be made.

Bonair, Ia.—The Hunting Elevtr. Co. has let contract to the T. E. Ibberson Co. to repair and remodel its elevtrs. here and at Floyd Crossing and Fostoria.

Armstrong, Ia.—The elevtr. of the Rippe Grain & Milling Co. will be overhauled and new machinery will be installed. A truck dump and scale will be installed.

George, Ia.—Chris H. Locker, mgr. of the C. J. Locker Lumber & Grain Co., was recently married to Miss Marie Dammann and the couple are now "at home" in George.

Midland (Rock Rapids p. o.), Ia.—Geo. Schurr has succeeded Bert Krommer with the Farmers Elevtr. Co. The company has bot the elevtr. of the Davenport Elevtr. Co. here.

Raleigh, Ia.—Carl H. Peterson, mgr. for the De Wolf Grain Co. here, was married at Webb, Ia., June 23, to Miss Marie Louise McMullen. They will make their home here.

Carroll, Ia.—E. M. Parsons, for many years a grain dealer here, operating as Culbertson & Parsons, died recently at the age of 73. (The firm went out of business in 1900.)

Blairsburg, Ia.—The Farmers Elevtr. Co. has been changed to a co-operative basis and henceforth will operate as such. The capital stock has been increased to \$25,000.

Fontanelle, Ia.—The Farmers Co-op. Elevtr. Co. recently opened its new warehouse adjoining the elevtr., with a dance which was a complete success. The building is 24x60 ft.

Kingsley, Ia.—The new elevtr. of the Farmers Elevtr. Co. has been completed and accepted. A two-story warehouse was added to the plant, which makes it up-to-date in every way.

Woodward, Ia.—We have bot new machinery for our elevtrs. at this station and at Moran, but we cannot handle any grain until it is all installed.—Ed. O. Stroup, mgr. Stokely Grain Co.

Sheldon, Ia.—Will Krahling has succeeded Mgr. Huibregtse as grain mgr. for the Farmers Co-op. Elevtr. Co. He is also mgr. of the implement department of the company and will have charge of the grain business only temporarily.

Odebolt, Ia.—All improvements in the elevtr. of Rueckheim Bros. & Eckstein have been completed. The Birchard Constr. Co. did the work.

Milton, Ia.—The Talbott Grain Co., of Keokuk, will tear down the old elevtr. and for the present put up new bins to be used this year while a new elevtr. will be built on the site.

Atlantic, Ia.—Frank Lenoir is senior member of the new Lenoir-Scott Grain Co., Julian Scott, of Omaha, being the junior partner. It is expected that the company will open an Omaha office soon.

Schaller, Ia.—E. B. Harris, formerly 2'd man for the Schaller Produce Co., has succeeded G. H. Peters as mgr. We are also installing an electric motor to replace the old gas engine.—E. B. Harris.

Prescott, Ia.—The Farmers Co-op. Ass'n. has bot the two elevtrs. of Gault Bros. here as well as all other property and equipment of the company. Possession will be given July 15. Price was \$8,300.

Pomeroy, Ia.—The new elevtr. of Malcolm Peterson has been completed and is now in operation. Mr. Peterson started receiving grain June 25, and has taken in nothing but oats. Unable to get cars, his 25,000-bu. house is almost full at this time.

Mattlock, Ia.—John Huibregtse, of Hull, has succeeded L. A. White as mgr. for the Farmers Elevtr. Co. His father is mgr. of the Farmers Elevtr. Co. at Sheldon, and his brother is mgr. of the Farmers Elevtr. Co. at Hull, so that it seems that he has been brot up in a grain atmosphere.

Ottosen, Ia.—The Farmers Co-op. Elevtr. Society incorporated for \$75,000 by Geo. Struthers, L. Holden, P. A. Holt and others. The old Farmers company was dissolved and sold out in August, 1918. The company has bot the elevtr. of the Quaker Oats Co. and has retained Roy Bratcher as mgr.

Rensen, Ia.—J. F. Gammerdinger, formerly mgr. for the Farmers Elevtr. Co., but now operating his own elevtr. which he bot of Tierney & Ahmann, is installing new dumps and scales in his elevtr. The scale is in the driveway between the new scale house and the new office, the latter being in the elevtr.

Van Meter, Ia.—When the lightning recently struck the top of our elevtr. we expected a big loss, but fortunately it only tore off a few shingles and split up the cornice some. No fire started, however, and our loss was about \$10. We consider ourselves very lucky.—G. E. Pitzer, agt. Van Meter Grain Co.

Larchwood, Ia.—Larchwood Co-op. Elevtr. Co. has let contract to the Hickok Constr. Co. for a re-inforced concrete, 35,000-bu. elevtr., a 20x60 tile warehouse and a 20x20 ft. office. The equipment will include two 2,000 bu. per hour legs, motor, Richardson Automatic Scale, Globe Dump, Western Cleaner, Randolph Drier, Gerber Double Distributor and Manlift. All legs and spouting are of steel.

Rockwell City, Ia.—The construction work on the 30,000-bu. hollow tile, concrete and steel elevtr. of the Farmers Grain Co. is very near completion and if the machinery arrives on time, the house will be ready for use Aug. 1. The elevtr. has 9 bins, 6 are 45 ft. deep and 3 are 32 ft. The largest one of these is 16 ft. in diameter. The equipment includes up-to-date machinery of every kind, including automatic scales, a 10-ton Benson Auto Wagon and Truck Dump, and conveyor belts with 7x14 in. buckets, operated by motors in the cupola. The house is as near fireproof as it is possible to make it, no wood being used except for floors. It cost \$16,000 and the company is justly proud of it. W. S. Geist is sec'y and Geo. Debe is mgr. of the company.

DES MOINES LETTER.

E. L. Billings is now ass't mgr. for the Sawers Grain Co. at this market.

L. H. Wagoner succeeded B. W. Coe as mgr. for the Armour Grain Co. at this market.

The baseball team of the Board of Trade is covering itself with glory, having won its 6th consecutive victory. Tischer and Holbrook seem an invincible battery and there is great interest among the members of the exchange in every game played. The last game ended in a 10 to 2 victory over the Bernard Turner team.

SIOUX CITY LETTER

The 2 miles of trackage that the Gt. Nor. R. Co. and C. B. & Q. R. R. Co. have been working on for 2 years, will be completed in a few days. The trackage is to serve the Terminal Grain Corporation and the Flanley Grain Co. It has cost so far \$90,000.

E. P. Dickinson, mgr. of the branch office of the Atlas Elevtr. Co. in this city, resigned July 1.

KANSAS

Morland, Kan.—A. J. Poor Grain Co. has succeeded G. W. Burke.

Altamont, Kan.—The Farmers Elevtr. Co. is building a 32x40 ft. warehouse.

Lewis, Kan.—Laird & Gibson are building a new 12x8 ft. stucco warehouse.

Ashland, Kan.—P. A. Johnston has bot the elevtr. of the Ashland Grain Co.

Atchison, Kan.—W. S. Gabel will be mgr. for the Fuller Grain Co. at this market.

Gerlane, Kan.—I am now mgr. for the Farmers Co-op. Co. here.—Le Roy Mustoe.

Pauline, Kan.—The Farmers Elevtr. Co. has bot the elevtr. of the Derby Grain Co.

Porter, Kan.—Scott Dillon, of Downs, has bot the elevtr. of the Baker Crowell Grain Co.

Edmond, Kan.—The Edmond Grain Co. has bot the elevtr. of the Baker-Crowell Grain Co.

Geuda Springs, Kan.—The elevtr. of the Probst Grain Co. was damaged by a severe windstorm June 30.

Belle Plaine, Kan.—We will increase our storage capacity 12,000 bus.—Consumers Mill & Elevtr. Co.

Purcell, Kan.—The Farmers Union Co-op. Ass'n has bot the elevtr. of the Doniphan Co. at this point.

Scott City, Kan.—The Salina Grain, Feed & Produce Co. has sold its elevtr. here to the Farmers Elevtr. Co.

Severance, Kan.—The elevtr. of the Farmers Union Elevtr. Co., containing a quantity of corn, was burned July 1.

Wichita, Kan.—Otto Bueke and W. T. Maccauley have been admitted to membership in the Board of Trade.

Vine, Kan.—I am out of the grain business here and there is no successor at the station as yet.—Eany Kelly.

Ford, Kan.—The elevtr. of the Co-operative Elevtr. Co. was struck by lightning June 25, but little damage resulted.

Satanta, Kan.—We are improving and repairing our elevtr.—C. G. Johnson, mgr. Farmers Elevtr. & Mds. Co.

Westphalia, Kan.—The Associated Mill & Elevtr. Co., of Kansas City, Mo., has bot the elevtr. of C. W. Kershner.

Woodston, Kan.—I am now mgr. for the Woodston Grain Co.—G. M. James. (Mr. James succeeds F. E. Jones as mgr.)

Stockton, Kan.—J. C. Edwards and A. C. Hammond have bot a site for an elevtr. and let contract for a 17,000-bu. house.

Paradise, Kan.—P. Metherhead, of Natoma, is interested in the new elevtr. to be built here and operated as the Paradise Elevtr.

Atwood, Kan.—Wm. Correll has let contract to the White Star Co. for the erection of a 12,000-bu. elevtr. to be 30 x 26 x 32 ft.

Alma, Kan.—The Mid Kansas Milling Co. is out of business here and we have the only elevtr.—A. E. Senge, mgr. Farmers Union Elevtr. Co.

Basil, Kan.—H. F. Braly has taken over our elevtrs. at this station and at Rago.—Geo. B. Foltz, supt., Associated Mill & Elevtr. Co., Kingman.

Attica, Kan.—Our elevtr. belonging to the mill at this station has been greatly enlarged, in fact the capacity has been doubled.—The Attica Mills.

Hutchinson, Kan.—We have moved our offices from Plains to this city and will handle our elevtrs. from here.—R. C. Moore, prop. Reno Grain Co.

Kingman, Kan.—We are installing a 10-ton Howe Scale with a Globe Truck Dump in our two elevtrs. here.—Geo. B. Foltz, Associated Mill & Elevtr. Co.

Lone Elm, Kan.—We are improving our elevtr. by making it taller and installing sheller and cleaner.—A. F. Schoenig, A. F. Schoenig Lumber and Grain Co.

Reading, Kan.—We are building a 10,000-bu. elevtr. on the A. T. & S. F. Will install Fairbanks Machinery and will operate it myself under the firm name.—C. W. Morris, Morris Lumber Co.

Princeton, Kan.—We sold our elvtrs. here and at Homewood to the Associated Mill & Elvtr. Co. of Kansas City, Mo.—Star Grain & Lbr. Co., Wellsville.

Norton, Kan.—My new elvtr. will be equipped with machinery for an up-to-date country elvtr. of 25,000 bus. capacity. It is to be completed Sept. 1.—N. L. Johnson.

Garden City, Kan.—We contemplate the erection of an elvtr. on one of our farms. The house will be of 25,000-bu. capacity.—J. Stuart, vice-pres. Garden City Co.

Meade, Kan.—We are closing our elvtr. at this point for the ensuing 12 months on account of crop failure.—W. R. Johnston, mgr. Meade Elvtr. Co., Coldwater.

Saxman, Kan.—J. E. Riley, formerly mgr. of the Leonard Mill & Elvtr. Co., is now mgr. of the Williamson Milling Co., Clay Center, succeeding Otto Swaller, former mgr.

Gaylord, Kan.—Del Cox, of Downs, has bot the elvtr. of the Baker-Crowell Grain Co. Repairs will be made and it is that that the old mgr. J. M. Ferrell will be retained.

Woodbine, Kan.—We have sold our elvtrs. here and at Shady Brook to the Farmers Union Co-op. Exchange. S. W. Muenzenmayer is mgr.—Woodbine Grain Co. (R. A. and E. W. Volkman, props.)

Menlo, Kan.—I have resigned as mgr. of the Farmers Union Co-op. Ass'n, effective Aug. 1, or sooner. Have not decided what I will do, but have been here 10 years and want a change.—J. S. Mahanna.

Mercier, Kan.—The name of the town, Germantown, has been changed to Mercier, and the Germantown Grain & Supply Co. to Farmers Grain & Supply Co.—H. Thulowit, mgr. Farmers Grain & Supply Co.

Hartford, Kan.—The City Mill & Elvtr. Co., Emporia, of which B. E. Teichgraber is a member, bot Mr. Stratton's interest in O'Connor & Stratton. The house will, however, be operated now as O'Connor & Co.—O'C. & Co.

Salina, Kan.—The Howard Grain & Brokerage Co. has been organized at this market to deal in wheat, coarse grains, bran and shorts. W. H. Howard is mgr., with offices in the Peoples Bank Building. Mr. Howard was formerly associated with the Robinson Milling Co.

Ottawa, Kan.—The Ross Milling Co. is building a concrete elvtr. addition to the mill that will be 100 ft. high when completed. The walls are about 75 ft. now. It is hoped to have the elvtr. ready for the new crop. G. M. Ross, pres. of the company, was formerly state grain inspector for Kansas.

Mankato, Kan.—I was acting mgr. for our company, temporarily, or until we could secure C. C. Bishop, of Seldon, who is now county mgr., succeeding L. J. Nickols. I. N. Chilcott is mgr. of our Mankato Elvtr.—A. E. Shoemaker, Jewell County Farmers Union Co-op. Ass'n headquarters, Randall.

Hewins, Kan.—I have not moved my grain business from this point and do not intend to. Am at present and will be for the next 4 months at Muskogee, Okla., in charge of a new office of C. A. Polson & Co., of Oklahoma City, but will operate here in the fall.—M. H. Taylor, M. H. Taylor Grain Co.

Salina, Kan.—The plant of the Western Star Mill Co. is handicapped at present, as the one engine in the plant practically wrecked itself, and the new electric equipment ordered by the company for just such a crisis will not be available for a long time. One unit is run by electricity, but altho the engine was a very old one, it was that it would at least run until the other material arrived.

KENTUCKY

Lexington, Ky.—The firm of Rozell Bros. is now owned by C. T. Rozell. Jesse Rozell, a member of the firm, recently died.

La Grange, Ky.—Herman Wilson will succeed his father, W. J. Wilson, who died June 4, as mgr. of the La Grange Grain & Feed Co.

Leitchfield, Ky.—H. H. Gardner, best known to his friends as "Bent," died suddenly following a heart attack while dining with his family at his son's home. He was a member of G. H. Gardner & Co., composed of his brother T. S. and himself. The firm was organized in 1881 and was in operation for over 20 years. He was 77 years old and is survived by 5 sons and one daughter, his wife having died 3 years ago.

Paris, Ky.—Perry, Mitchell & McCann have let contract for the painting of their big elvtr. here.

Louisville, Ky.—John Riedling, Sr., a pioneer grain man of this city and founder of the Riedling Hay & Grain Co., died June 21 at his home here after an illness of 3 weeks. He was 79 years old. He came to this city some 40 years ago and opened a grocery store and a little later formed the grain company which now has 3 distinct concerns, operated by his 3 sons under the names of the Ed. M. Riedling Co., G. W. Riedling Co. and R. D. Riedling Co. Mr. Riedling, Sr., retired from active business 15 years ago.

Winchester, Ky.—A 200 h. p. gas engine in the plant of the Winchester Roller Mills was completely wrecked when a belt broke and caught in the governor of the engine and broke it off. Nothing could then be done to stop the engine or the explosion following. The fly-wheel went thru the roof and pieces of it landed 100 ft. or more across the tracks. It weighed 1,600 lbs. Later the cylinder head also went skyward and landed 75 yards away. No one was injured, as the engine room was empty at the time. Engineer Walden, just starting back to the room to shut down, discovered what the trouble was and knowing that he could not reach the shutoff in time, ran from the building just as the explosion occurred. The loss is considerable; it has not been totaled as yet.

LOUISIANA

Alexandria, La.—Fire damaged the elvtr. operated by W. R. O'Neal to the extent of \$3,500. The blaze was due to a short circuit.

MARYLAND

Queen Anne, Md.—I bot a small building some time ago and fixed it up for an elvtr. I have a car loader and a wagon scale. Have had good success.—R. H. Barnes.

BALTIMORE LETTER

Chas. C. Lewis has applied for membership on the Chamber of Commerce.

Blanchard Randall, Jr., has applied for membership in the Chamber of Commerce, and the memberships of John W. Garrett and John P. F. Ritz have been posted for transfer.

The following chairmen of the grain committees of the Chamber of Commerce have been appointed: Wheat, J. G. Reynolds; corn, T. M. Maynadier; oats, J. A. Manger; rye, J. Frank Ryley; and barley, Wm. E. Harris.

Wm. Lauterbach, who before the war was with Gill & Fisher, is now with Chas. England & Co. Mr. Lauterbach served as cashier for the local branch of the U. S. Grain Corporation until the latter went out of business.

MICHIGAN

Nashville, Mich.—The Co-op. Elvtr. Co. has taken over the plant of Marshall & Martens and is operating it.

Pontiac, Mich.—The Commercial Milling Co. will not rebuild its plant, recently destroyed by fire, at this point.

St. Johns, Mich.—The new farmers' company here has secured over \$7,000 toward the cost of building an elvtr.

Saranac, Mich.—The Gleaners Clearing House Ass'n has bot the coal and lumber yards of H. N. Talcott & Son, and will build an elvtr.

Sand Lake, Mich.—We are now operating the elvtr. we bot recently from Goul & Sons.—Ernest Flynn, mgr. and treas. Sand Lake Co-op. Ass'n.

Eaton Rapids, Mich.—Crane & Crane have closed their elvtr. for 10 days or so while new machinery is being installed and the elvtr. remodeled.

Ionia, Mich.—Clyde Stowell will be mgr. for the Gleaners Clearing House Ass'n which took possession of the Smith and Van Sickle Elvtrs. here, July 1.

Battle Creek, Mich.—The Gleaners Co. has bot the Linihan Elvtr. of 12,000 bus. capacity together with 2 large warehouses. M. E. Newell, of Grand Rapids, will take charge as mgr. July 15.

Birch Run, Mich.—We have started work on our new 30,000-bu. tile elvtr. and it will be equipped with new machinery thruout. We expect to have it ready for operation by Oct. 10.—Chas. Wolohan.

Cedar Springs, Mich.—The Co-op. Marketing Ass'n will buy the elvtr., warehouses, coal sheds and the sidetracks of E. A. Remer. The elvtr. has a capacity of 15,000 bus. and the warehouse 5,000 bus.

Montgomery, Mich.—The Tri State Co-op. Ass'n will build a 15,000-bu. concrete elvtr. here to cost about \$20,000. The house will be built on the land next to the creamery owned by the company and the same power will be used to run both industries.

LaPeer, Mich.—The Commercial Milling Co., of Detroit, has bot the elvtrs. of the Turnbull Elvtr. Co. and the Mercantile Elvtr. Co. here. Ernest L. Paddison, formerly mgr. for the company at Pontiac, will be mgr. The elvtr. at Pontiac recently burned and will not be rebuilt.

Freeland, Mich.—We are now building a fire-proof bean and grain elvtr. with warehouse attached. We will have a bin capacity of 36,000 bus. The elvtr. is being built of concrete, with the exception of the bins, which will be made of silo blocks. We will have 4,300 sq. ft. of floor space in our warehouse, which is also being made of concrete. We will install the latest in elvtr. machinery, also steam heating plant and electric motors.—Mark T. Walsh, mgr. Chas. Wolohan, Freeland branch.

Corunna, Mich.—Jos. Rundell, who organized the Farmers Co-op. Elvtr. Co. and was its first mgr., was discharged before his contract had expired and therefore bot suit for his salary for the unexpired time. The defendants claimed that the by-laws gave the authority to discharge a mgr. any time his services were not satisfactory to the company, and that Rundell knew this when he signed the contract, since he had helped to draw up the by-laws. The judge sustained the defense in this claim and directed a verdict of no cause of action, which has been upheld.

Battle Creek, Mich.—The Michigan Hay & Grain Ass'n will hold its annual convention at Battle Creek on Tuesday, July 27th. This meeting will be of particular interest to all Michigan dealers or anyone doing business with Michigan dealers. We want all those who come to plan to stay for the evening meeting. We will all get together at the Post Tavern during the morning and will be entertained by the Postum Cereal Co. for luncheon, and will hold our afternoon meeting at the Postum Cereal Company's plant. The evening meeting will be held in the banquet room of the Post Tavern.—A. J. Carpenter.

MINNESOTA

Welcome, Minn.—Plans are being made for an elvtr. here.

Olivia, Minn.—J. H. Schluter is again mgr. for the Farmers Elvtr. Co.

West Concord, Minn.—Our new elvtr. will be completed Sept. 1.—Farmers Elvtr. Co.

Good Thunder, Minn.—The Farmers Elvtr. Co. has installed 2 Kewaunee Spouts in its elvtr.

Benson, Minn.—O. W. Nelson, of Terrace, took charge of the Benson Mill & Elvtr. Co., July 1.

Shakopee, Minn.—The elvtr. of Shane Bros. & Wilson at this station is being remodeled and enlarged.

Brooks, Minn.—We have purchased a grain cleaner and will install it about August 1.—C. D. Hall.

Amboy, Minn.—An elvtr. will be erected here by the Amboy Grain Elvtr. Co., of which J. H. Dredge is sec'y.

Stephen, Minn.—James Gillespie will install a new Richardson Grain Separator. T. E. Iberson will do the work.

Seaforth, Minn.—We are improving our elvtr. with a new coat of paint.—J. C. Coran, mgr. Farmers Grain & Fuel Co.

Porter, Minn.—The Porter Co-op. Elvtr. Co. has been organized for \$75,000 by Geo. Benson, W. C. Nickson and F. Weimer.

French (R. D. Fergus Falls), Minn.—The elvtr. of the French Trading Co. is said to have been wrecked by a recent cyclone.

Chandler, Minn.—E. W. Eaton has resigned as mgr. for the Farmers Elvtr. Co. and is now mgr. for the Farmers Elvtr. Co. at Lismore, S. D.

Zambro Falls, Minn.—The Farmers Elvtr. Co. has bot the elvtr. of R. E. Jones & Co. and therefore will not build as expected. Archie Rose is to be retained as manager.

Princeton, Minn.—We will make no improvements here this year as reported.—P. J. Wilken, mgr. St. Anthony & Dakota Elvtr. Co.

Lismore, Minn.—E. W. Eaton is now mgr. for the Farmers Elvtr. Co. here. He was formerly with the Farmers Elvtr. Co. at Chandler.

Callaway, Minn.—The Farmers Co-op. Elvtr. Co. is building an elvtr. at this station now.—C. W. Royce, mgr. Ogema Elvtr. & Produce Co., Ogema.

Dunnell, Minn.—The elvtr. of Hubbard & Palmer, recently sold to the Farmers Co-op Co., will remain under the management of E. T. Mathwig.

Wall Lake (Fergus Falls P. O.), Minn.—Theo. Svendy recently bot the elvtr., machinery, etc., of the Aurdal Grain Co. and later sold it to me.—C. R. Donnelly.

Hartland, Minn.—The Farmers Elvtr. Co. is installing a double leg, double distributing spout and manlift in its elvtr. Other repairs are also being made.

Easton, Minn.—Thos. Gray, formerly mgr. for the Independent Grain & Lumber Co., of Guckeen, for 10 years, is now mgr. for the Farmers Elvtr. Co. here.

Guckeen, Minn.—Thos. Gray, who has been mgr. for the Farmers Elvtr. Co. for the last 10 years, has resigned and is now mgr. for the Farmers Elvtr. Co. at Easton.

Fertile, Minn.—We have just completed repairing and painting our elvtr. We installed a new Globe Cleaner and everything is ship shape.—Garfield Elvtr. Merc. Co.

Granada, Minn.—We have bot the 2 elvtrs. complete, and have a combined capacity of 27,000 bus. John R. Maxwell is mgr.—C. L. Bondage, pres. Farmers Elvtr. Co.

Albert Lea, Minn.—We recently bot 4 elvtrs. from G. A. Swan, who is retiring from the grain business. The elvtrs. are one each at this station and at Walters and two at Alden.—Speltz Grain & Coal Co.

Clarkfield, Minn.—We have installed a 22-ft. Howe Scale together with Globe Air Dump and new rope drive instead of bottom chain drive. The entire elvtr. has been overhauled and put in first-class condition.—Clarkfield Roller Mills, Inc.

Dodge Center, Minn.—My son, W. H. Abbott, recently bot the interest of A. Frederickson in the Dodge Center Elvtr. and we will now operate the new firm under the name of the Dodge Center Grain Co., E. E. Abbott & Son, props.—E. E. Abbott.

St. Clair, Minn.—The Hunting Elvtr. Co. will build a new elvtr. of 30,000 bus. capacity of cribbed construction. It will be operated by electricity and the machinery will be up-to-date, including a dump and scale. The Hickok Constr. Co. will build it.

Comfrey, Minn.—The only elvtr. we have is at this station. Some of our new machinery consists of a manlift, new leg and pan, new shingles and siding, platform dump scale and 5-h. p. motor. We will also paint the house.—C. Sorenson, mgr. Englund Grain Co.

Fairmont, Minn.—The recently organized Farmers Elvtr. Co. has bot the 2 elvtrs. of the Rippe Grain Co. at this station and is now in possession. H. F. Peters, formerly mgr. of the Farmers Elvtr. Co. at Atwater, Minn., was called into service while mgr. there and was with the colors in France.

Ceylon, Minn.—The Farmers Elvtr. Co. has decided to re-build both of its elvtrs. A new concrete foundation will be put under the larger house and the smaller elvtr. will be moved nearer the large one so that the two can be operated with one set of machinery. The Hickok Constr. Co. has the contract for the work.

Slayton, Minn.—We are repairing and improving elvtr. by raising the cupola 6 ft. and placing the automatic scale in head. Are also putting in new improved leg and manlift. Have increased capital stock from \$25,000 to \$50,000 and have added lumber to our stock. The year's business has been good.—Farmers Grain & Lumber Co.

Appleton, Minn.—John L. Hagen took possession of the elvtr. which he recently bot of the Northwestern Elvtr. Co., July 1, and with his son, M. O. Hagen, who recently returned from "over there," will operate it. Mr. Hagen, Sr., was formerly mgr. for the Farmers Elvtr. Co. at Holloway and the junior partner was with the Quinn Shephardson Co. before he went to France. The elvtr. will be repaired and a Marquis Cleaner installed.

Hastings, Minn.—We are installing feed grinding machinery and will buy 200 bu. per hour corn sheller, as the two shellers we have are too small.—Hastings Malting Co.

DULUTH LETTER.

F. W. Falk is mgr. for the office of the Beecher-Barrett-Lockerby Co.

New members of the Board of Trade are: Harry C. Olson, R. W. Sedell, A. Hansen, and F. M. Crosby. Members withdrawn: W. A. Anderson and John Washburn.

The following memberships in the Board of Trade have been posted for transfer: John W. Barkell to John F. Culhane; M. G. Wisted to C. C. Baker; H. W. Hillier to George C. Sullivan; and Ward A. Brown to Harry P. Stoker.

Duluth, Minn.—The following memberships have been posted for transfer on the Board of Trade: J. R. Marfield to J. R. Stewart, and J. F. McCarthy to Ward A. Brown. The membership of the North Star Grain Co., of Winnipeg, has been transferred to A. W. Anderson and the grain firm is no longer a member of the exchange.

MINNEAPOLIS LETTER

The Powers Elvtr. Co. has been incorporated by W. D. Gregory, pres., and W. K. Powers, sec'y-treas.

The Peavey Co. has been incorporated for \$100,000 by H. G. Dickey, C. F. Deaver and C. W. Lano.

O. P. B. Jacobson has been re-elected by a large majority to membership in the railroad and warehouse commission.

New contract wheat grades will be voted upon by the Chamber of Commerce July 12 and are published elsewhere in this number.

Future trading in flax, postponed from last spring until July 1, or after, became a reality this morning with a trade for October delivery at \$3.95 between a local crushing firm and a local elvtr. company.

The W. C. Mitchell Co. has succeeded Randall, Gee & Mitchell Co. at this market and at Duluth and Milwaukee. There is no change in officers or personnel of the firm and the management will remain the same.

A slight dust explosion in one of the bins in a grain tank of the Pillsbury "A" Mill started a fire, but it was promptly discovered and there was little loss, the department putting the blaze out at once and with little difficulty.

MISSOURI

Barnard, Mo.—The Progressive Co-op. Elvtr. Co. has built a 2-story warehouse.

Gilmore, Mo.—Bernard H. Feldewert is mgr. for us.—Farmers Grain & Supply Co.

Montrose, Mo.—I am now mgr. for the Montrose Co-op. Ass'n.—Andrew J. Goth, mgr.

Norborne, Mo.—Our elvtr. will be completed in about 3 weeks.—Farmers Union Merc. Co.

Centralia, Mo.—The elvtr. of the Producers Grain Co. has been completed and coal bins are being built.

Fayette, Mo.—Fayette Co-op. Ass'n incorporated for \$40,000 by J. W. Givens, J. S. Basskett and others.

Nevada, Mo.—The Meade Grain Co. has moved its office to a new building just bot by it on Cedar st.

Steedman, Mo.—We are successors to Becker & Son, having bot their elvtr. last February.—Steedman Elvtr. Co.

McGirk, Mo.—Farmers Elvtr. Co. incorporated for \$14,000 by W. W. Miller, Earl Allen, Arthur Becker and others.

Schell City, Mo.—Farmers Milling & Grain Co. incorporated for \$20,000 by J. W. Edelmanna, J. L. Mause and others.

Lincoln, Mo.—I am mgr. of the recently organized Producers Elvtr. Exchange, which now owns the elvtr. of H. A. Nixon.—Wilford Acker.

Willard, Mo.—Farmers Grain, Milling, Merc. & Produce Co. incorporated for \$18,330 by J. A. Shields, J. B. Owen, Frank S. Gilmore and others.

Phelps, Mo.—The farmers of this vicinity are interested in a shipping ass'n for the handling of their grain, but have not made plans for an elvtr. yet.

Jantha, Mo.—The Barton County Farmers Elvtr. Co. has bot the elvtr. of Sterling Stewart and is in possession. Presley McClanahan is sec'y.—H.

Clifton City, Mo.—E. B. Edmonston is only here during the summer. He has no elvtr. I expect to buy an automatic scale for my elvtr.—M. J. Felton.

La Grange, Mo.—We have bot a big warehouse and will try to put in first-class machinery next year. D. C. Adams is our sec'y.—La Grange Elvtr. Co.

Green Ridge, Mo.—The Farmers Elvtr. & Trading Co., to whom we sold our elvtr. last fall, is repairing and adding to the plant.—Jas. F. Hurley Grain Co.

Lees Summit, Mo.—We have succeeded C. F. Owen and I am located here.—Earl Reed, Lees Summit Elvtr. & Grain Co. (Mr. Reed was formerly at Louisburg, Mo.)

Centerville, Mo.—The Mound City Mill & Elvtr. Co., of Mound City, has bot a site here and will build a concrete warehouse at once. An elvtr. may be erected later.

Wakenda, Mo.—Our elvtr. has been in operation under the name of the Wakenda Elvtr. Co. for 10 or 12 years. It is, however, a farmers' concern.—E. L. Stanley, mgr.

Wheaton, Mo.—Our new elvtr. will be of concrete and will be operated by electricity. The warehouse will be 40x50 ft. H. G. Goostree is sec'y-mgr.—Wheaton Mill & Power Co.

Maitland, Mo.—We have bot the elvtr. of Meadows & Bridgmon and are building a new warehouse. We are also installing a 10-ton scale.—A. B. Crider, mgr., Nodaway Valley Farmers Elvtr. Co.

Patte City, Mo.—The A. J. Elvtr. Co., of St. Joseph, has let contract for the remodeling of its elvtr. here to the Jones-Hettelsater Constr. Co. The capacity of the elvtr. will be increased to 75,000 bus. and other repairs and improvements put in.

Hardin, Mo.—We have bot an old elvtr. on the Santa Fe, and it has been remodeled and electric power installed. The capacity has been doubled and we have a very modern plant. J. Berry is sec'y-treas.—M. P. Hollar, pres. of a farmers' company just organized.

Pearsons Spur (New Franklin p. o.), Mo.—The Farmers Co-op. Elvtr. Co. has been organized here with a capital stock of \$15,000, of which \$7,000 is paid up. Incorporation papers have been asked.—H. (H. V. Carson and James Boggs are among the incorporators.)

Among the many com'ites appointed by Pres. Culp of the Missouri Grain Dealers Ass'n are the following: Arbitration Com'ite: Chas. A. Geiger, chairman, St. Joseph; J. D. Mead, Fort Scott, Kan., and A. H. Meinershagen, Higginsville, Mo. Appeals Com'ite: M. R. Parrott, chairman, St. Louis; A. G. Sullivan, Nevada, Mo., and A. J. Brunswig, St. Joseph. Weights Com'ite: Cecil Wayland, chairman, Carrollton, Mo.; W. H. Hurley, Clinton, Mo., and K. K. Kevill, Malden, Mo.

Perryville, Mo.—The elvtr. of the Schaaf Milling Co., St. Marys, burned recently. Fire from an adjacent oil station, where a number of oil and gasoline tanks had exploded and burned, spread to the elvtr. and enveloped it in flames. The company had just spent \$14,000 on the elvtr., residing and reroofing it with iron and repairing it in many ways. Lyman & Moore, who at one time operated the elvtr., had \$16,000 worth of feed in the house, but this is fully covered by insurance. The loss on the elvtr. is partially covered by insurance. It has been stated that the elvtr. will not be rebuilt, but public opinion insists on an elvtr.

Mexico, Mo.—We are endeavoring to establish a loss and damage claim department similar to the ones operated by the Kansas and Illinois Ass'ns, providing we can get enough of our Missouri dealers to send us all their claims for loss and damage, overcharges and delay in transit. We propose to hire a manager for this department and to secure an attorney to file suit on rejected claims. This department will be maintained by charging 15% of new claims collected and 25% on rejected claims collected for members and 25% on fresh claims and 50% on rejected claims collected for non-members. No charge is made unless collection is made. A small additional charge is made when neces-

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GORDON-WATTS GRAIN CO.
 Successors to T. P. Gordon Comm. Co.
ST. JOSEPH MISSOURI

sary to file suit. These departments have proven very successful and can be made just as successful for our Missouri dealers providing you co-operate with us and send us all your claims.—D. L. Boyer, sec'y Missouri Grain Dealers Ass'n.

The following have applied for membership in the Missouri Grain Dealers' Ass'n: Rudman Produce & Grain Co., De Soto; Bates City Elvtr. & Mercantile Co., Bates City; Ebersole Bros., Albany; Graham Grain Co., Ulrich; Chilhowee Co-operative Co., Chilhowee; Cameron Roller Mills, Cameron; Farmers Elvtr. Co., Boonville; Farmers Union Mercantile Co., Bogard; Alma Farmers Elvtr. Co., Alma; Donald Koontz, Richards; Akard Mill, Bolivar; Culp & Greim Grain Co., Knobnoster; Fairfax Grain Co., Fairfax; Farmers Equity Exchange, Bowling Green; Coyne-Hatton Milling Co., Carl Junction; Mt. Leonard Farmers Elvtr. Co., Mt. Leonard; Forest Green Farmers Elvtr. Co., Forest Green; P. L. Patton & Co., Jacksonville; Keytesville Grain Co., Keytesville; and Mitchell Grain Co., Windsor; Farmers Co-operative Elvtr. Co., Jasper; Frohna Milling Co., Frohna; Farmers Elvtr. Co. of Tipton, Tipton; Brunswick Grain Co., Brunswick; Farmers Union, Braymer; O. C. Hess Milling Co., Dearborn, and Wheaton Milling & Power Co., Wheaton.

KANSAS CITY LETTER

David C. Logan is now with the B. F. Hargis Grain Co. He was formerly with the Armour Grain Co.

The Hodgson-Davis Grain Co. has brot suit against C. E. Willey to recover \$403.97 commissions on sales of grain.

We are opening our office in the Massachusetts Building, today (Jul. 6) with J. B. Haak as mgr.—Wilson Legler Hay & Grain Co., Leavenworth, Kan.

I have no partners. The Eugene Cox Grain Co. is owned by Eugene Cox. I am a member of the Board of Trade here and at Chicago. Robt. W. Smith is no longer with me.—Eugene Cox.

J. Martin Clark, of this city, will become chief grain inspector for the Grain & Cotton Exchange, Fort Worth, Tex., July 15. He has been an ass't state grain inspector for a number of years.

F. H. Warrick has applied for membership in the Board of Trade on transfer from I. H. Rich. He has been in Sioux City, Ia., for the last few years, but will now be connected with the Thresher-Fuller Grain Co. here.

The Kaull Milling Co. of Glen Elder, Kan., has moved its headquarters to this city, where it has leased the entire first floor of the new Baker-Vawter Bldg. The office in the Waldheim Bldg. will be combined with the new one.

Max T. Moritz, of Hastings, Neb., has bot the membership of B. S. Graham in the Board of Trade and has applied for membership. The certificate cost Mr. Moritz \$14.500. He will open a branch office here. Mr. Graham was temporarily connected with the Cunningham Grain Co. Guy H. Claiborne has been admitted to membership in the exchange.

E. B. Bruce having sold his interest in E. B. Bruce & Co. to F. F. Bushmeyer, is now organizing a new firm to deal exclusively in grain at this market. Mr. Bruce also sold his membership in the Kansas City Hay Ass'n to Mr. Bushmeyer, who has formed the B. & B. Commission Co. to take the place of the Bruce company. Mr. Bruce was pres. of the above ass'n, but automatically resigns and will leave the hay trade altogether.

ST. JOSEPH LETTER

The Kellogg-Huff Grain Co. has announced the opening of a hay and seed department in addition to its regular grain business. The new department was put into operation July 1st in the Corby-Forsee Building, H. E. Herries being in charge.

Installation of equipment in the office of the Federal Grain Supervision here is progressing, and it is expected to have the new arrangement in full swing not later than August 1st. Rooms Nos. 803 and 804 in the Corby-Forsee Building have been secured. The office here has been operating as a branch of the Kansas City office for the past year. Owing to the growth of the St. Joseph market it was found necessary to establish an independent station at St. Joseph in order to handle the volume of business. This will enable all appeals to be handled in this market, insuring immediate service to the parties concerned. J. P. Stanfield, federal grain

supervisor, who has been in charge of the branch, will continue as head of the independent office.—N. K. T.

The Gordon-Watts Grain Co. succeeded the T. P. Gordon Commission Co. in the cash grain business July 1. The business will continue along the same lines, and the new firm will continue to specialize on consignments. T. P. Gordon has disposed of his entire interest in the Gordon Commission Co., which became the Gordon-Watts Grain Co., but will operate his future trade business as heretofore. Those actively engaged in the new business will be Lynn B. Gordon, who has been traveling representative of the Gordon Commission Co. for the past 8 years, and F. J. Watts, who has been connected with the Gordon Commission Co. since its organization, July 1, 1909, and for a number of years prior to that time in the cash grain business here with T. P. Gordon. Messrs. Watts and L. B. Gordon will be actively engaged on the trading floor and in the management of the office.—N. K. T.

ST. LOUIS LETTER

J. Willard Jefferson has applied for membership in the Merchants Exchange.

We have moved our offices to rooms No. 105 to 107 in the Merchants Exchange Bldg.—John W. Herron, sec'y-treas. Elmore-Schultz Grain Co.

J. B. Horton, of Memphis, Tenn., has opened an office here in the Pierce Bldg. Clarence Sears, formerly with the C. H. Albers Commission Co., is in charge.

The Merchants Exchange tendered John Duffy, who many years ago was in the grain commission business here and a member of the exchange, a reception on the occasion of his birthday, June 25, when he was 100 years old. He addressed the members in a short speech, which was easily heard by all present. Alex. H. Smith, former pres. of the exchange, aged 87, and P. P. O'Connor, 80, exchanged many reminiscences with him.

MONTANA

Forsythe, Mont.—The lumber yard and elvtr. of Thompson & Co. burned recently with a loss of \$100,000.

Conrad, Mont.—Conrad Grain Co. incorporated for \$25,000 by J. C. Price, E. A. Haukam and H. S. Smith.

Antelope, Mont.—We have overhauled and painted our elvtr.—R. C. Udy, mgr. Farmers Grain & Shipping Co.

Windham, Mont.—Windham Elvtr. Co. incorporated for \$40,000 by M. M. Maury, R. Roy Nelson, Henry Larson and others.

Chinook, Mont.—H. C. Williams, formerly agt. for the St. Anthony & Dakota Elvtr. Co. at Niagara, N. D., is now agt. of the company's elvtr. here.

Red Lodge, Mont.—A. J. Hole has been appointed supt. for the 6 elvtrs. of the Treasure State Grain Co. with headquarters here. He was formerly mgr. of the Montana-Dakota Grain Co. at Poplar.

Poplar, Mont.—A. J. Hole, mgr. for the Montana-Dakota Grain Co. for the past 9 years, has resigned and will become supt. for a string of 6 elvtrs. of the Treasure State Grain Co. with headquarters at Red Lodge, Mont. The Treasure State Grain Co. is owned principally by M. Dunn, who is one of the largest stockholders and gen. mgr. for the Montana Dakota Elvtr. Co.

Helena, Mont.—Licenses as weighmen will be issued this year by the State Grain Grading, Inspection and Warehousing Com'n only after the secretary of the commission has been formally notified that the scales operated by the applicant for the license have been inspected and found correct. Co-operation of the sec'y of state, who is state sealer of weights and measures and of the county auditors and clerks in testing scales at elvtrs. will be sought by the com'n.

NEBRASKA

Colton, Neb.—The Farmers Elvtr., of Colton, has been temporarily closed.

Gresham, Neb.—We will install a truck dump.—Gresham Grain Co.

Holdrege, Neb.—Vanderslice-Lynds Co. has opened an office here.

Henry, Neb.—We have succeeded C. K. Anderson.—Anderson & Wood.

Omaha, Neb.—Dick Brown is now on the road for the Neal-Conklin Grain Co.

Lincoln, Neb.—Vanderslice-Lynds Co. has opened an office here.—J. H. S.

Pierce, Neb.—Ed Reed has succeeded W. A. Otto with the Farmers Grain Co.

Steinauer, Neb.—Scoop shovel shippers are active here.—Steinauer Milling Co.

Campbell, Neb.—The Farmers Elvtr. Co. has taken over the elvtr. of Rould Bros.

Krider (Odell p. o.), Neb.—Cy Anderson is now mgr. for the Farmers Co-op. Ass'n.

Eli, Neb.—Scoop shovelers are at work here.—W. W. Lindley, Walrath & Sherwood Lumber Co.

Ashton, Neb.—A. Maschka is now mgr. for E. G. Taylor.—Farmers Co-op. Grain and Lumber Co.

Benedict, Neb.—I have been mgr. for the Benedict Grain & Supply Co. for about a month.—Geo. Uland.

Columbus, Neb.—The Columbus Roller Mills burned June 21 with loss of \$75,000. Gus. A. Schroeder was owner.

Sutherland, Neb.—Farmers Union is building a tile elvtr. of 25,000 bus. capacity. Ed. Kramer is doing the construction work.

Paxton, Neb.—Peter Eginton is building a 20,000-bu. iron clad elvtr. here. La Hart Construction Co. is doing the work.

Hoag, Neb.—We have recently enlarged our office and now have comfortable quarters.—H. B. Hall, mgr. Hoag Farmers Elvtr. Co.

Harvard, Neb.—Harvard Farmers Union Elvtr. Co. incorporated by Chas. H. Nelson, I. Dunlevy, Mark Wilson and J. E. Sherer.

Wyoming, Neb.—I have succeeded D. C. West, deceased. J. F. Kastner is now agt. for the Hartling Grain Co. here.—C. C. West.

Greenwood, Neb.—The Farmers Grain & Stock and our own company have installed 10-ton truck scales.—Farmers Co-op. Ass'n.

Harrington, Neb.—The Farmers Union Exchange has no elvtr. here. Some scoopers.—R. H. Jenny, agt. Holmquist Grain & Lbr. Co.

Gretna, Neb.—C. V. Thomas has succeeded John Lorenz as mgr. of the Gretna Elvtr. Co. Mr. Lorenz resigned to enter another line of business.

Burr, Neb.—A wealthy farmer here is making trouble for the regular dealers who are the Farmers Elvtr. Co. and the Baker-Crowell Grain Co.

Auburn, Neb.—We will not rebuild our elvtr., recently burned. The fire was caused by the spark from a passing engine.—Jas. Taylor, Taylor Mills Co.

Stapleton, Neb.—We are the only regular grain dealers at this station tho there are a number of scoop shovelers.—A. Foster, agt. Lexington Mill & Elvtr. Co.

Arapahoe, Neb.—The work on the elvtr. of the Farmers Equity Elvtr. Co. is being delayed on account of lack of lumber. The Birchard Constr. Co. has the contract.

Wabash, Neb.—The elvtr. of David R. Mitchell & Son is closed and has not been in operation for some years. Don't think it will ever be opened again for business.—Wabash Grain Co.

Wauneta, Neb.—Krotter & Walker have succeeded F. C. Krotter & Co., but Omer Kitt is still mgr. of the grain department. I am mgr. for the Wauneta Equity Merc. Exchange.—H. E. Hoff.

Loup City, Neb.—I have been out of the grain business for the last two years and am getting anxious to go back to it again. I want to buy wheat again this fall.—Carl W. De Maranville, formerly mgr. of the Murphy Elvtr. Co. at Memphis, Neb.

Dannebrog, Neb.—We have just completed our new 20,000-bu. tile elvtr. equipped with Richardson Auto Hopper Scale, Barnard & Leas Cleaner and Howe Auto Dump and Scale. We are not connected with the Farmers Grain & Supply Co. at this station. Our capital stock is \$40,000. C. M. Jorgenson is sec'y of the company and I am mgr.—Geo. Nielsen, mgr. Farmers Union Co-op. Assn.

Lincoln, Neb.—C. H. Gustafson has been elected pres. of the farmers co-operative marketing company, which has a capital stock of \$2,000,000. The permit to sell stock in the company was issued July 9.

Omaha, Neb.—The Smith-Vincent Grain Co. is not out of business as previously reported. We merely sold our office equipment and moved into room 500 Grain Exchange Bldg., where we will conduct a buying and shipping business.—Z. S. Milledge, mgr.

Holdrege, Neb.—The elvtr. of C. B. Seldomridge at this station has been completed by the Birchard Constr. Co., which had the contract. Work has been started on the two other elvtrs. for Mr. Seldomridge at Bertrand and Atlanta. Globe Dumps and Howe Truck Scales are being installed in all 3 elvtrs.

Omaha, Neb.—The Grain Exchange has asked the Kern Co. to submit a statement of its affairs to the sec'y at once, as it is unable at present to meet its obligations, due, it is said, to extreme financial reverses and in the merchandising of musty, heating and low-grade corn.

Hooper, Neb.—Jake Kersh has succeeded Howard Bradbery as mgr. for the Latta Grain Co. Chas. Mack has succeeded Ivan Jefries for the Nye-Schneider-Fowler Co. This company has installed electric power, doing away with steam. H. J. Shaffer is the new agt. for the Trans-Mississippi Grain Co. Both the Nye-Schneider-Fowler Co. and the Farmers Elvtr. Co. have raised their dump driveways so as to permit trucks to enter.—A. B. C.

Winnebago, Neb.—The Wilsey Grain Co., of Lincoln, will rebuild the office and engine room which was destroyed by a flood some time ago. They will also build 30,000-bu. additional storage to their elvtr. at that place. The driveway, which was also washed away, will be rebuilt and Globe Combination Wagon and Truck Dump will be installed. Engine room will be of concrete, Fairbanks' 10 h. p. Type "Z" Engine will be installed, also a 10-Ton Howe Truck Scale. The Birchard Constr. Co. has the contract.

NEW ENGLAND

Malden, Mass.—John Flanagan, grain dealer here, died recently at the age of 85. He had been in this city for 65 years and was still in active business at the time of his death.

Boston, Mass.—The annual picnic and summer outing of the Grain & Flour Club of the Chamber of Commerce was held at West Peabody and was a great success in every way. Over a hundred members and their families were present and joined with great merriment the many sports and stunts provided for their in the many sports and stunts provided for their amusement.

NEW MEXICO

Clovis, N. M.—Our new 12,000-bu. elvtr. has been completed and is ready for business. S. W. Lane, mgr., recently sold his interest in the E. P. Burdick Merc. Co. at Melrose, and is now located here. R. D. Kielbrew is mgr.—S. W. Lane & Sons Grain Co.

NEW YORK

New York, N. Y.—The office of the Federal Grain Supervision has been moved from William St. to 204 Franklin St.—G. S.

New York, N. Y.—New officers of the Produce Exchange are: Walter B. Pollock, pres.; J. B. Smull, vice-pres.; E. R. Carhart, treas.; Board of Mgrs., Ed. T. Cushing, J. P. Grant, Geo. Rossen, Jerome Lewine, Henry Leverich and Philetus H. Holt.

Olean, N. Y.—What was left of the flour, feed and grain in the plant of the Olean Mills, after a fire about 2 weeks ago, burned recently with a loss of \$5,000. The second fire is believed to have been started by the heated grain. In the first fire the loss was \$25,000.

Buffalo, N. Y.—The Supreme Court has dissolved the injunction restraining Geo. E. Pierce or Horace Neff from trespassing on the \$100,000 farm on Grand Island owned by Mr. Pierce and by him assigned to Mr. Neff last winter for the benefit of his creditors. The court also gave the control of the farm to Mr. Neff. Mr. Pierce also recently applied to the referee in bankruptcy for permission to re-open the Evans

Elvtr., part of his assets, and to be allowed to operate it for the next 5 or 6 months, with the privilege of re-purchasing it, if under his operation the elvtr. proves a success. The matter has been taken under advisement. The elvtr. is now operated by the trustee.

NORTH DAKOTA

Manvel, N. D.—The Farmers Elvtr. Co. is being organized here.

Verona, N. D.—The Farmers Elvtr. Co. will overhaul and repair its elvtr.

Casselton, N. D.—The Casselton Elvtr. Co. has commenced its new elvtr. here.

Marion, N. D.—The Pleasant Prairie Farm is building a large grain elvtr. on its land.

Northgate, N. D.—W. J. Lowe is now buyer for the Occident Elvtr. Co. at this station.

Vashti, N. D.—I am going out of the grain business in the fall.—Lee Dodge, agt. Star Elvtr. Co.

Mapleton, N. D.—The Farmers Elvtr. Co. will paint and repair its elvtr. and install some new machinery.

Berea, N. D.—The Farmers Elvtr. Co. will build an annex to its elvtr. and will install Howe Scale, etc.

Lisbon, N. D.—I have succeeded P. E. Overland as mgr. for the Equity Elvtr. & Trading Co.—Robt. E. Cauthers.

Blaisdell, N. D.—I will be located at Sunny-side, Wash., in future.—A. M. Enney, mgr. Farmers Co-op. Elvtr. Co.

York, N. D.—The Winter Truesdale, Ames Co. will repair its elvtr. at this point. T. E. Ibberson Co. will do the work.

Thompson, N. D.—C. M. Smestad, formerly mgr. for the Co-op. Elvtr. Co. of Galesburg, is now mgr. of the Farmers Elvtr. Co. here.

Windsor, N. D.—The Farmers Elvtr. Co. will install new machinery, including dump, loading spout, etc. Contract has been let for the work.

Voss, N. D.—W. V. Houdek, formerly mgr. of the Lybeck Grain Co. at Conway, has bot the elvtr. of J. Petetka here and is now operating it.

Warwick, N. D.—The machinery is being installed in the new feed mills of the Valley Grain Co. and the plant will be complete in a few days.

Solen, N. D.—F. J. Seidl has succeeded C. J. Holm as mgr. for the Equity Exchange. He was formerly mgr. for the Farmers Merc. Co. at Almont.

Niagara, N. D.—H. C. Williams, agt. for the St. Anthony & Dakota Elvtr. Co. at this station, has been transferred to the company's elvtr. at Chinook, Mont.

Starkweather, N. D.—H. B. Hoy has succeeded H. B. Freeborn as our mgr. Mr. Freeborn bot an elvtr. at McVillie, and took charge of it July 1.—Starkweather Co-op. Elvtr. Co.

Weaver, N. D.—The elvtr. of the St. Anthony & Dakota Elvtr. Co. burned recently. A box car of wheat on track, 100 tons of coal and 10,000 bus. of wheat, oats and flax also burned.

Great Bend, N. D.—The Farmers Mill & Elvtr. Co. will build a 28x36 addition to its elvtr. and will install a Marquis Cleaner, feed mill and leg. The elvtr. itself will also be repaired.

Langdon, N. D.—The Langdon Elvtr. Co. will build an annex to its elvtr. this year. I will leave here soon for Montana. Don't know successor yet.—W. H. Goozee, agt. St. Anthony & Dakota Elvtr. Co.

Garrison, N. D.—The rumor that the Farmers Elvtr. Co. was insolvent is apparently without foundation, as the company places its assets at \$24,836 and liabilities at \$21,200. T. E. Norton is mgr.

McVillie, N. D.—H. B. Freeborn, former mgr. for the Starkweather Co-op. Elvtr. Co., Starkweather, has bot an elvtr. here, and took charge July 1. He will operate as the Freeborn Elvtr. Co., which has been incorporated for \$25,000 by W. C. Fawcett, Rose M. and H. B. Freeborn.

Bathgate, N. D.—The Farmers Equity Exchange is building a 40,000-bu. cribbed elvtr. covered with galvanized iron. The equipment includes 20-h. p. Fairbanks Engine, 10-ton Fairbanks Dump Scale, Globe Dump, Cleaner and a Bird Shipping Scale. It is to be completed in time for the new crop. D. F. Hoag has the contract.

OHIO

Rosewood, O.—The Rosewood Grain Co. will install motors.

Donnelsville, O.—The Farmers Elvtr. Co. has bot the elvtr. at this station.

Sharon Center, O.—We will improve our elvtr.—Sharon Center Co-op. Elvtr. Co.

Beaver Dam, O.—We have sold our elvtr. to the Farmers Elvtr. Co.—F. Sherrick.

Willshire, O.—The Willshire Equity Exchange has succeeded the Willshire Grain Co.

Pemberville, O.—The Hobart Bowlus Co. has erected a large feed mill near its elvtr.

Cook, O.—The C. H. Clark Grain Co., of Mt. Sterling, is building a tile tank elvtr., with one leg.

Maplewood, O.—The Farmers Elvtr. Co. has purchased motors and will discard its steam plant.

Ashville, O.—The Scioto Grain & Supply Co. has increased its capital stock from \$25,000 to \$50,000.

Payne, O.—W. S. Bricker, mgr., has severed his connection with the Payne Equity Exchange.

Wellington, O.—J. W. Greenfield is enlarging his present quarters and will install elvtr. machinery.

Bradford, O.—I have sold my elvtr. here and am retiring from the grain trade for the present.—Roe Pugh.

Wharton, O.—Farmers Grain Co. incorporated for \$35,000 by H. VanBuren, L. R. Young, J. A. Kimmel and others.

Scott, O.—C. P. Richey Hay & Grain Co.'s new 15,000-bu. elvtr., equipped with Smith machinery, is receiving grain.

St. Johns, O.—I am now mgr. for the St. Johns Co-op. Co. Mr. Nuss is not mgr. as reported.—Geo. L. Bowman.

Haviland, O.—The Haviland Elvtr. Co. is building a 20,000-bu. cribbed iron-clad elvtr. to replace house burned Dec. 5, 1913.

Mason, O.—The Mason Mlg. Co.'s new 50,000-bu. elvtr. will be ready to receive new wheat. Smith machinery is used thruout.

Bellevue, O.—The Buckingham Grain Co. incorporated for \$60,000 by L. M. Buckingham, G. J. Ball, S. B. Conger, and others.

Cleveland, O.—Harry Johnson, for many years traffic mgr. for Union Elvtr. Co., has resigned. He is now with the Rock Island Lines.

Miller's Port, O.—C. A. Swisher is adding two tile tanks 12x40 ft. and installing one leg, overhead dump and a chain drag feed.

Union, O.—C. S. Klopp, formerly mgr. for the Farmers Grain & Supply Co., Camden, Ind., is now managing an elvtr. here.

Renollet (Cecil p. o.), O.—The Equity Exchange will repair the elvtr. formerly owned by Nutter & Renollet and will operate it.

Thurston, O.—The Thurston Elvtr. Co. is building a 30,000-bu. cribbed elvtr. H. I. Turner of the Pleasantville Mill Co. is interested.

Moulton, O.—The Detjen Grain Co. is rebuilding its elvtr. which was wrecked by a wind-storm in May, and expects to receive new grain.

Dola, O.—The Washington Township Farmers Co-op. Ass'n has bot the elvtr. of Wm. Cummings & Son, props. of the Western Grain Co.

South Solon, O.—The Farmers Grain & Live Stock Co. has been closed by the sheriff. An audit showed the company to have a deficit of \$18,000.

Kings Beach (Urbana p. o.), O.—The farmers are forming a company here to buy the elvtr. of Alden Beatley, who is anxious to sell to them.

Minster, O.—We have bot the elvtr. and grain business of John Wersing and are now in possession.—Farmers Exchange Co., B. Hegemann, mgr.

Cedarville, O.—The Cedarville Farmers Grain Co. is installing motors in both its elvtrs. Recently it added a large frame warehouse to its brick elvtr.

Jamestown, O.—The Green County Grain Co. will equip its mill recently purchased of E. A. Allen, with motors. It just finished equipping its own elvtr. with motors.

McComb, O.—I have sold my elvtr. to the Farmers Co-op. Co.—L. B. Einsel, representing Sneath-Cunningham Co. (W. M. Hill is the mgr. for the new company.)

Amanda, O.—The Huston & Swope Co. has sold its elvtr. to the Farmers Exchange Co., and gave possession July 5. It will continue elvtrs. at Canal Winchester and Carroll.

Vance (Chillicothe, R. R. No. 2), O.—Am opening an elvtr., 7 miles southeast of this city, in Ross county on the B. & O. R. R. The elvtr. has a capacity of 10,000 bus.—S. A. Steele.

Hume, O.—The Farmers Equity Exchange re-inforced concrete elvtr. is being erected by the Burrell Eng. & Cons. Co. Its equipment will include a Richardson Automatic Scale.

Mortimer (R. F. D. No. 1, Findlay), O.—We are installing a corn sheller and cleaners; also feed grinder and a 20-h. p. motor.—V. R. Whitely, mgr., Mortimer Grain & Supply Co.

Anderson, O.—We will succeed Anderson & Bro., as Jas. Anderson, Jr., of the company, died recently and we wish to change its name. W. D. Anderson is mgr.—Anderson Grain Co.

Pleasant Bend, O.—We have installed a new No. 60 Marquis Grain Cleaner and Separator and will later install a new rolling screen corn cleaner.—J. H. Miller, mgr. Pleasant Bend Grain Co.

Fostoria, O.—We have opened our office in the Security Bldg. here (J. L. Cruikshank and myself having formed a partnership) and we are operating as Cruikshank & Kraft.—Geo. L. Kraft.

Xenia, O.—We are still in the grain business at this point and are enlarging our plant and putting in new machinery. We only sold one of our elvtrs. to the farmers' company.—Belden Milling Co.

Lyndon, O.—The Farmers Grain Co. will build an elvtr. here, as there is no elvtr. at this station. I am not interested in the company in any way.—S. A. Steele, Chillicothe, R. F. D. No. 2.

Fayette, O.—The Fayette Grain Co. has added two reinforced concrete tanks of 10,000 bus. capacity to its plant. J. N. Lyons, of Ansonia, millwright for Philip Smith, died before the work was completed.

New Bremen, O.—The Kuenzel Milling Co. will build 4 concrete tanks with elvtr. legs, a 500-bu. Eureka Cleaner, and other modern equipment. J. C. Burrell & Co. have the contract. The tanks have a capacity of 20,000 bus. and will be used for preparing milling wheat.

Valley City, O.—We are organizing a co-op. elvtr. company to own and operate a grain elvtr. here. Chances are we will buy the present elvtr., but we have not raised all our money and until we do will take no definite action.—S. L. Harris, sec'y, Liverpool-Brunswick-Hinckley Farm Buro.

Troy, O.—Martin & Rehmerth have succeeded Jno. K. Martin and the Troy Elvtr. Co. in the operation of the Big 4 and the B. O. elvtrs. here. Jesse Lewis, formerly of St. Paris, will be mgr. A Boss Air Blast Loader has recently been added to the Big 4 elvtr. and the B. & O. elvtr. will be overhauled and electric power substituted for gasoline.

Newark, O.—Jesse W. Davidson and C. E. Bonham have been taken into partnership by Morgan & Roberts and will be associated with the firm in this city. Ed. Morrison and J. Fulk are partners with the firm in the Thornville branch, and Brant Ashcraft and R. W. Woodruff, also new partners, will be in active charge of the mill and elvtr. at Frazeyburg.

Columbus, O.—Sec'y J. W. McCord, who has served the Ohio Grain Dealers Ass'n for forty years as sec'y and treas., has just returned from two weeks' fishing trip in Michigan. He reports a splendid vacation, a dark brown coat of tan, and a carload of fighting black bass. His host of friends will be glad to learn that in accumulating this stock he also succeeded in greatly improving his general health.

Cleveland, O.—The Cleveland Grain Co. has taken over the business of the Cleveland Milling Co. and a merger of the two businesses and the complete personnel of both companies is now effective. The business will henceforth be conducted under the name of the Cleveland Grain & Milling Co. with the intention of greatly expanding both the merchandising and the manufacturing business previously carried on by these firms.—F. E. Watkins, treas. Cleveland Grain & Mfg. Co.

TOLEDO LETTER

Fred Wilkinson, for 15 years traffic mgr. for the Paddock Hodge Co., is now with the Rice Grain Co.

Paul M. Barnes is now with the Toledo Grain & Milling Co. He was sec'y of the Young Grain Co. for 6 years, but resigned lately.

Geo. C. Eicher, gen. mgr. of the Sheets Elvtr. Co., which recently increased its capital stock from \$200,000 to \$1,000,000, has been admitted to membership in the Produce Exchange. C. H. Kruse has applied for membership in the exchange. He is mgr. of the floor office of E. W. Wagner & Co.

The charges for the handling of grain at the terminals has been slightly increased. They are as follows: Elevation charge on all grains will be 1c per bu., which pays for the first 10 days storage, but 4 days are free to the buyer. Inspection charge will be \$1.75 for straight cars and \$3.00 for bulkheads. Blowing, cooling or running grain to help condition will cost ½c per bu. for each handling. Loading charge on wheat, corn and rye remains at \$1.00 per car, but charge for loading oats and barley has been increased to \$1.50 per car. Commission charge for handling wheat has been increased to ¾ of 1%. Storage will be at the rate of 1/20 of a cent per bu. a day. At present prices charges here for handling wheat on consignment amount to about 2½c a bu., corn about 1½c, and oats 1¼c.—C. A. King & Co.

OKLAHOMA

Texola, Okla.—A new elvtr. is being built at this station.

Hammond, Okla.—Ed. L. White, of Taloga, is now mgr. for S. F. White at this station.

Adrain, Okla.—The Mayes County Farmers Union Ass'n has bot the elvtr. of E. E. Rinker.

Maize, Okla.—We have installed a new engine and a Trapp Dump.—Farmers Co-op. Grain Co.

Tahlequah, Okla.—The Tahlequah Mill & Elvtr. Co. has increased its capital stock from \$15,000 to \$20,000.

Sageeyah, Okla.—We are building an elvtr. here and F. D. Swanwick will be mgr.—Hurst & Co., Claremore.

Manitou, Okla.—I have succeeded my father, C. Simpson, who died recently, in the grain business.—Fred Simpson.

Minco, Okla.—The El Reno Mill & Elvtr. Co. has bot the elvtr. of A. W. Marlow, here.—K. E. Humphrey, sec'y-treas., El Reno.

Enid, Okla.—W. M. Randels Grain Co. incorporated for \$200,000 by W. M. and Elizabeth A. Randels and Jessie Marie Worchester.

Blue Jacket, Okla.—We built our elvtr. last year. It is iron clad and has a capacity of 14,000 bus.—E. R. Russell, Russell Grain Co.

Oklahoma City, Okla.—We do not contemplate buying an elvtr., but will build new.—P. L. Jacobson, Oklahoma Terminal Elvtr. Co.

Cashion, Okla.—The Farmers Exchange has bot our elvtr. at this station.—K. E. Humphrey, sec'y El Reno Mill & Elvtr. Co., El Reno.

Amber, Okla.—The Amber Grange Elvtr. Co., recently incorporated for \$20,000, has bot the elvtr. of the Wheatland Grain Co. and is operating it.

Prvor, Okla.—The Farmers Co-op. Exchange is looking for a site for an elvtr. here and when satisfactory arrangements are made will start building.

Ketchum, Okla.—I have sold my elvtr. to C. R. Spradlin and am now located at Kingfisher.—D. F. Wegener (formerly operating as D. F. Wegener Grain Co.)

Hydro, Okla.—We have installed a car loader, Fairbanks Truck Wagon Scale, Globe Truck Dump, and Richardson Automatic Scale.—Hydro Seed & Grain Co.

Hobart, Okla.—The mill and elvtr. of the Hobart Mill & Elvtr. Co. have been extensively improved. The company has let contract also for a 10,000-bu. elvtr. and the foundation has been put in.

Union City, Okla.—The Farmers Co-op. Elvtr. Co. has bot our elvtr. here and we have bot the elvtr. of the Yukon Grain Co. at this point.—K. E. Humphrey, sec'y-treas. El Reno Mill & Elvtr. Co., El Reno.

Muskogee, Okla.—I have not moved my grain business from Hewins, Kan. I have located here for the next four months, opening a branch office for C. A. Polson & Co., of Oklahoma City. Will be back at Hewins this fall. In the meantime will manage this office for the firm named.—M. H. Taylor, M. H. Taylor Grain Co., Hewins, Kan.

ELLIS GRAIN DRIERS

The ever increasing cost of building construction has in many cases led to the installation of drier equipment in one of the working or storage bins. The total cost is thereby considerably reduced, and at the same time a most satisfactory plant is the result, for an installation of this type possesses advantages which are hard to beat.

An Ellis Drier is installed in one of the outside bins of the new elevator recently erected by Ballinger & McAllister of Bloomington, Ill., for the Superior Terminal Elevator Co., Superior, Neb. We would be pleased to furnish information and details on request.

The Ellis Drier Company
330 South La Salle Street
Chicago, U. S. A.

CIFER CODES

Use a good Telegraph Cipher Code, Prevent Errors, Reduce the Cost of Sending Messages and Prevent Contents Becoming Known to Agents.

Universal Grain Code, the most complete and up-to-date code published for the use of the grain dealers and millers. Its use will reduce your tolls one-half. Its 150 pages of bond paper contain 14,910 expressions for present-day terms, and no two of them are near enough alike to cause confusion. Bound in flexible leather. Price, \$3.00; Book paper, board cover, \$1.50.

Robinson Cipher Code with 1912 and 1917 Supplements for domestic grain business. Bound in flexible leather, price \$2.25; cloth, \$1.75.

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Baltimore Export Cable Code, third edition, the latest, simplest and most popular code used in the export grain trade. Bound in leather, 412 pages. Price \$12.50.

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Your Name in gilt letters stamped on front cover of any of the above books for 35 cents extra. Any code upon short notice.

GRAIN DEALERS JOURNAL

305 S. La Salle Street, Chicago, Ill.

Skeedee, Okla.—We have covered our elvtr. with galvanized iron and intend to install a cleaner. The elvtr. of the C. F. Harshbuger Estate has been sold to the Farmers Co-op. Co.—A. Ireland, agt. Ed J. Coyle.

Nasa, Okla.—The following elvtr. companies have installed Trapp Dumps at this station: Nash Equity Exchange, Home Grain Co., and myself. The Choctaw Grain Co. has installed a Moffit Truck Dump.—W. M. Randels.

Shattuck, Okla.—O. W. Hutchison has sold his elvtrs. here and at Glazier, Tex., to J. M. Higgins, of Lone Wolf. The Farmers Co-op. Ass'n will raise the Texas on the elvtr. 10 ft. and install a Richardson Automatic Scale.

Guthrie, Okla.—The corporate name of this company was changed July 1 to the Sun Grain & Export Co. The capital has been increased from \$100,000 to \$500,000 to take care of our rapidly increasing business.—Sun Grain & Feed Co.

Marshall, Okla.—I now own and operate the elvtrs. at this point and at Douglas. Am mgr. myself here and Ora Guthrie is mgr. at Douglas. Both houses are on the Santa Fe Div. between Guthrie and Kiowa. Am operating in my own name, having succeeded Pearson & Hayton.—J. C. Pearson.

Broken Arrow, Okla.—F. P. Blount has bot the elvtr. of the Hennifin Mill & Elvtr. Co. and is remodeling and improving it. He will be ready to take care of his share of the splendid crops in that vicinity. Mr. Blount was in charge of the Bower & Brown elvtr. several years.—Muskogee Mill & Elvtr. Co., Muskogee.

El Reno, Okla.—We now have 8 elvtrs. at country stations, having sold the elvtrs. at Waukomis, Bison and Cashion to farmers' companies, exchanged elvtrs. at Union City and bot one at Minco.—K. E. Humphrey, sec'y-treas., El Reno Mill & Elvtr. Co. (The plant here has been closed down for a week for repairs, but will be re-opened as soon as possible.)

Buffalo, Okla.—The L. O. Street Grain Co., of which I am mgr., will build a 11,000-bu. elvtr. here, the Alva Roller Mills, a 28,000-bu. house, and the Farmers Elvtr. Co., Jim Litz, mgr., a 30,000-bu. elvtr. The farmers company and ours are scooping until our elvtrs. are finished. We moved our office from Dunlop to this station, having sold the elvtr. there to Bouquot & Ludwick.—H. L. Street.

OREGON

Portland, Ore.—R. A. Imlay will succeed R. W. Hastings as mgr. of the grain department of Balfour-Guthrie & Co.

Pendleton, Ore.—H. W. Collins is planning to build another unit to his plant at this point. R. M. Crommelin is mgr. here. A new office has just been opened at Seattle, Wash., closely following the opening of the Portland office.

Albany, Ore.—Max H. Houser, of Portland, has closed a deal whereby his company, the Portland Flouring Mills Co., becomes the owner of the plant of the Albany Mill & Elvtr. Co. here and the elvtrs. of that company at Tallman & Tangent. Major R. R. Knox was sole owner of the plant and the elvtrs.

Portland, Ore.—R. W. Hastings, for many years connected with Balfour-Guthrie & Co., will succeed W. A. Kearns as mgr. of the office of H. W. Collins here, Mr. Kearns having been sent to the new office of the company at Seattle, Wash. Mr. Collins will continue to make Pendleton his headquarters.

PENNSYLVANIA

Pittsburgh, Pa.—The Jesse C. Stewart Co. has bot the "Iron City Elvtr." from D. G. Stewart for \$90,000. W. A. Low is mgr.

Erie, Pa.—Maurice Dryfoose has sold an interest in his grain business to Sol Schnurman and henceforth will do business as Maurice Dryfoose & Co.

Reading, Pa.—Our fire involved our hay sheds and the wheat elvtr. together with their contents, consisting of 40 to 50 tons of hay, straw, etc., 500 bus. of corn, 500 bus. of kafir and 2,500 bus. of wheat, besides wagons, harness, and other equipment. The loss is total, expecting such salvage as the charred and water-soaked grain may yield. The amount of the loss has not been adjusted, but will be considerable, as the insurance is inadequate. The mill itself was not damaged. The proprietor, E. S. Wertz (a brother) was in the hospital at

the time of the fire and died a few days later without knowing of his loss. It is likely, therefore, that the business will be discontinued and that the site and other property will be sold.—F. S. Wertz & Sons.

SOUTH DAKOTA

Ordway, S. D.—The Equity Exchange is repairing its elvtrs. here and at Gage.

Volga, S. D.—We are now out of the grain business. J. O. Sundet has succeeded us.—Dyball & Cotton.

Stickney, S. D.—The elvtr. of the Co-op. Exchange was recently struck by lightning and damaged to the extent of \$50.

Delmont, S. D.—G. Snedecor has succeeded M. R. Hanson as mgr. for the Farmers Elvtr. Co. here. Mr. Hanson has bot an elvtr.

Watertown, S. D.—I am out of the grain business.—Bernard Schmidt, formerly owner of elvtr. at Appleby (Watertown p. o.), S. D.

Leola, S. D.—The Equity Exchange has moved Elvtr. "B" to the side of Elvtr. "A" and has remodeled the two so as to make one elvtr.

Bristol, S. D.—The Farmers Equity Exchange at this point will install a Howe Scale and Globe Dump. T. E. Ibberson Co. will do the work.

Milbank, S. D.—H. A. Riley has bot the elvtr. of F. A. Croal and will take possession in a few days. Mr. Riley was at one time agt. for the Empire Elvtr. Co. here.

Scotland, S. D.—The elvtr. of Farmers Grain & Stock Co. has been completed. It is of concrete construction and is equipped with the most up-to-date machinery.

Harrisburg, S. D.—We are installing our truck scale now and have remodeled our elvtr. Will operate by electricity in future.—Con. McMahon, agt. South Dakota Grain Co.

Gayville, S. D.—I have sold my elvtr. and coal business to the Western Terminal Elvtr. Co., of Sioux City. Possession was given July 1.—J. P. Olson, prop. Gayville Grain Co.

Britton, S. D.—The plant formerly owned and operated by the Britton Milling Co. was first sold to the Britton Co-operative Milling Co., which sold it to us last May. J. F. Kelly is prop. of our company and will operate the mill and light plant. He will also enter the grain business and use the elvtr.—Britton Light & Power Co.

Wessington Springs, S. D.—We have bot the elvtr. of the Union Grain Co., which makes us two elvtrs. here and gives us a storage capacity of 50,000 bus. We have installed a 10-ton scale, new auto dumps and manlifts in each elvtr. W. B. Willson is mgr. for the Jerauld County Union Elvtr. Co., but I am mgr. here.—J. L. Sedgwick, Farmers Elvtr. Co.

SOUTHEAST

Richmond, Va.—The following officers were elected June 23, at the annual election of the Grain Exchange: W. T. Selden, pres.; W. D. Wood, vice-pres.; and W. F. Green, sec'y-treas. The report of the sec'y shows a prosperous condition, in fact the best the exchange has ever known.

Wheeling, W. Va.—The annual banquet of the Wheeling Milling & Grain Ass'n was recently held at the McLure hotel. A. W. Frick was toastmaster and interesting talks were made by Chas. E. Bates, sec'y; C. A. Bowers, of the Russell Miller Milling Co., Minneapolis, and others. A thoro good time was had.

Mobile, Ala.—B. Stanford and I have dissolved partnership and in future Mr. Stanford will devote his time to the merchandise brokerage business in his own name and I will continue to devote my entire time to the grain brokerage business here, operating as W. J. McKinney, broker, the firm of Stamford & McKinney having been dissolved.—W. J. McKinney.

Atlanta, Ga.—The feed warehouse and the elvtr. of T. H. Brooks & Co. burned recently with a loss of \$200,000. The fire was in full blaze when discovered at 7:40 p. m. and in less than an hour the big brick warehouse and the elvtr. collapsed. The cause is laid to a spark from a passing engine. The books and records of the company were all in the safe, which proved fireproof, and were not damaged in the least. The elvtr. business formerly belonged to the W. S. Duncan Grain Co. and the elvtr.

itself to the Greenfield Estate. T. H. Brooks & Co. had ordered a sprinkler system installed and the material was on the ground at the time of the fire, the men expecting to begin installation the next day. It is that that the losses on the building and contents are covered by insurance.

TENNESSEE

Memphis, Tenn.—J. B. Horton, of this market, has opened an office in the Pierce Bldg., St. Louis, Mo., with Clarence Sears in charge.

Memphis, Tenn.—A short circuit caused a fire scare in the elvtr. of John Wade & Sons at midnight recently by starting the automatic fire alarm system in the elvtr. It was found when the fire department arrived that a wire in the elvtr. shaft had crippled and overheated motor to the point that caused the fire alarm to act. There was no blaze, however.

TEXAS

Happy, Tex.—Farmers Grain & Supply Co. incorporated for \$24,000 by J. R. Francy, C. R. Strong and J. R. Raymond.

Vernon, Tex.—The Sewell Grain & Fuel Co. has completed its new office and warehouse and has moved into the building.

Washburn, Tex.—I am building a small elvtr. here and also one at Yarnell (Conway p. o.), on the C. R. I. & P. R. R.—R. E. Logue.

Washburn, Tex.—I am completing a 30,000-bu. elvtr. and will operate it as the H. E. White Elvtr. Co., but will be sole owner of it.—H. E. White.

Glazier, Tex.—J. M. Higgins of Lone Wolf, Okla., has bot the elvtr. of O. W. Hutchison here and at Shattuck, Okla.—R. L. Crump, agt. Alva Roller Mills.

Hereford, Tex.—The Burns & Reedy Grain & Coal Co. is a new firm here. The office of the company is in the Gass Building, formerly occupied by the Hereford Grain Co.

Merkel, Tex.—G. B. Ballard, of Sweetwater, has formed a company here and will build a 75-bbl. mill and 20,000-bu. elvtr. The company is capitalized at \$25,000 and work will be started at once. It is hoped to complete the plant by Jan. 1.

Palouse, Wash.—The Farmers Union Warehouse Co. has been reorganized and the capital stock increased from \$5,000 to \$50,000, to meet the expense of its new elvtr. now under construction. Every effort is being made to complete the elvtr. before the new crop moves.

The following have been elected to membership in the Texas Grain Dealers Ass'n: C. B. Fox Co., Inc., New Orleans, La.; Broyles Wholesale Co., Palestine, Tex.; Farmers Warehouse of Morse, Inc., Morse, La.; Producers Milling & Warehousing Co., Ltd., Lake Charles, La.; Berry-Thomas Grain Co., McKinney, Tex.; Porter Grain Co., Hale Center, Tex.; and J. W. Mead, Valera, Tex.—H. B. Dorsey, sec'y.

Waco, Tex.—The Texas Grain & Hay Co. has been operated in connection with our grain department during the period of government control. This concern has been discontinued and all business will be transacted in our name hereafter. We understand the former manager of this department, J. M. Haigler, is trading in grain under the name of the Texas Grain Co. We have no connection whatever with this concern and are in no way responsible for its trades or otherwise.—L. P. Duncan, Waco, Mill. & Elvtr. Co.

Brownwood, Tex.—On June 1 we sent notice to the grain trade that we had bot the stock of J. A. Austin in the Austin Mill & Grain Co. here, and we regret to report that Mr. Austin died June 19. He had not been feeling well for some time and it is that that he overworked during the Liberty Loan and Red Cross drives. Our milling mgr. is W. P. Logan, with 27 years of experience to back him, while Henry Stallings is mgr. of the grain end of the business and has been in the grain trade 20 years. Both are stockholders, of which there is a total of 10.—Austin Mill & Grain Co.

FORT WORTH LETTER.

The Fort Worth Elvtr. Co. has bot additional property adjoining its present plant and will use it for further warehouse space later on.

On July 15, J. Martin Clark, an ass't inspector at Kansas City, Mo., will become chief grain inspector for the Grain & Cotton Exchange at this market.

The new home of the Grain & Hay Exchange is raising rapidly. the 7th floor having been completed. Without trouble, it is hoped to have it completed Dec. 1.

WASHINGTON

Colfax, Wash.—Colfax Grain & Feed Co. incorporated for \$25,000 by C. W. MacFarlane and C. W. Atkinson.

Sunnyside, Wash.—I am now at this point. —A. M. Enney, formerly mgr. for the Farmers Elvtr. Co., Blaisdell, N. D.

Mo'son, Wash.—At the recent meeting of the Molson Union Elvtr. Co. it was voted not to merge the company with that of the Chesaw Elvtr. Co. as had been proposed.

Seattle, Wash.—H. W. Collins, of Pendleton, Ore., has opened a branch office in the Arctic Bldg. here with W. A. Kearns, former mgr. of the Portland, Ore., office, in charge.

West Bend, Wis.—We have not been able to do much toward the further organization of our company as yet. Wm. Grueble is secy-treas. and Hugh Lied, mgr. of the company.—West Bend Shipping Ass'n.

Davenport, Wash.—The Big Bend Milling Co. has let contract for a 4-story, 300-bbl. and 100,000-bu. elvtr. The company has just changed hands and T. A. Lantzy is now pres. He was formerly with the Lincoln Flour Mill Co.

WISCONSIN

La Crosse, Wis.—The Listmann Mill Co. has let contract to the Barnett & Record Co. for the building of grain storage tanks of 700,000 bu. capacity and head house.

Stoughton, Wis.—The Stoughton Mill property which it was reported would be taken over by the recently organized Stoughton Marketing Co., has been sold to Theodore Edwards of McFarland. The plant was owned by Claire Bickley and his father and brot \$28,000. Mr. Edwards has not decided just what he will do with the plant.

Bear Creek, Wis.—The Bear Creek Merc. Co. has been organized to succeed the Bear Creek

Co-op. Co., most of the stockholders of the old company being stockholders in the new one. The capital stock is \$40,000. The new company will take over all the stocks, property and business, including the mill and elvtr. of the old company and will begin to operate at once.

MILWAUKEE LETTER.

The interest rate on advances under the rules of the Chamber of Commerce for the month of July is 7½% per annum.

George A. Schroeder, for 12 years traffic mgr. of the Chamber of Commerce, who resigned several months ago, leaves July 10 for California, where he will live.

Membership changes during June are as follows: New members: Jas. P. Hessburg, H. D. Pheatt and F. E. Coffin. Transferred memberships: George A. Schroeder, R. B. Snyder and R. F. Zindars.

Albert L. Flanagan, sec'y of the Fraser-Smith Co., and mgr. of the business at this market, was recently married to Miss Eleanore Martin, employed in the offices of the Chamber of Commerce for the past 3 years.

W. C. Mitchell Co., successor to Randall, Gee & Mitchell Co., has opened a branch office in the Insurance Bldg., and made application to the Chamber of Commerce for trading privileges. The office will be in charge of Mr. A. J. Maly, who has made application for membership in the Chamber of Commerce. Mr. Maly has been connected with the Randall, Gee & Mitchell Co. for the past 20 years, a part of which time he spent in Canadian territory. He comes to Milwaukee from Great Falls, Mont., where he has been located for 4 years.

On June 24, the members of the Chamber of Commerce by unanimous vote changed the rule governing the commission charges on sales to arrive to read as follows: On sales "to arrive" where the seller does not make shipment and the sale is cancelled by settlement with the buyer on the basis of the market difference; or where shipment is not made and it becomes necessary to "buy in" to fill the sale, the regular rate of commission, based on the selling price, shall be the minimum rate. On sales "to arrive" where the property tendered is not up to contract requirements, and upon its rejection by the buyer is sold out and other prop-

erty bought in to fill the sale, the regular rate of commission shall be the minimum rate charged for selling out the property, based on the price at which sold; and one-half the regular rate shall be the minimum rate charged for buying in, based on the original sale price.

WYOMING

Powell, Wyo.—A. D. Persson is now associated with Persson-Finch Co., Cheyenne, Wyo.—A. W. Finch.

Cheyenne, Wyo.—A. D. Perssons, of Powell, who sold his elvtrs. at Cody and Lowell recently, has associated himself with A. W. Finch. The company operates as Persson-Finch Co.—A. W. Finch.

Greybull, Wyo.—The Consolidated Elvtr. & Milling Co., headquarters at Billings, will tear down its old elvtr. here and will build a larger one on the site. It will be equipped with the latest machinery and will be operated by electricity. Work will be started at once. Large coal bins will also be built.

Hearing on Liability of Telegraph Company.

The first hearing by the Interstate Commerce Commission on Docket No. 11524, "Limitations of Liability in Connection with the Transmission of Telegraph Messages," will be held before Examiner Pattison in the office of Hulse & Allen, New York, July 26.

The hearing is pursuant to the following order: "It is ordered that the Commission upon its own motion enter upon an investigation into and concerning the practices of telegraph companies subject to the interstate commerce act in adjusting claims for damages arising from errors or delays in the transmission or delivery, or from non-delivery, of interstate messages, and the reasonableness of the limitations of liability under the rates charged for the several classes of messages."



Wheat Dockage Sieves

The Set of Four, with Pan, \$8.00, while they last.

Standard size—of heavy aluminum, spun rims and inset bottoms.

Also

Brown Duvel Moisture Testers

All sizes—for electricity, alcohol, gas or gasoline

Boerner Sample Splitters.

Four purpose Scales, for tester, dockage, etc.

Bucket Testers, for bushel weight and dockage.

Torsion Balances, for grain and seed testing.

Thermometer, Flasks, Stoppers and all other apparatus for grain sampling and testing.

We are **Manufacturers** and sell direct from factory to you. Illustrated booklet free.

Hess Driers and **Outdoor Conditioners** will be much needed this fall. Deliveries will be slow owing to shortage of men, material and transportation. Consider this, and anticipate your needs.

Hess Warming and Ventilating Co.

907 Tacoma Bldg., Chicago

Did you get one of our **FREE STROKERS**, showing all the grain grades?

Chicago in Line for Big Business in Grass Seeds.

New regulations adopted June 29 by the directors of the Chicago Board of Trade for the grading of and trading in timothy, clover and other grass and field seeds place the Chicago market right in front as an attractive center for hedging sales and purchases by all interests in the trade.

Buyers of seed futures on the Chicago Board will find themselves fully protected by the specific rules for grading. The new regulations follow:

Seed Trade Regulations.

Deliveries on Contracts.—In all sales for future delivery of seed on grade, only seed accepted as Contract Prime or Country Run by the Analyst shall be deliverable on contract. All contracts for future delivery for the new crop season shall be understood as beginning with the month of August of each year, and shall terminate with the month of July of the following year. The certificate shall hold good for delivery for the crop year August 1st to July 31st of the year following, and a certificate issued during one crop year shall not be available for delivery after the end of that crop year unless on sale specifying old crop seed, provided in all cases the identity of the seed so passed shall be preserved and provided the seed be in good condition when delivery is made. The bags containing the contract prime seed so inspected shall be marked at seller's expense before delivery on contract, to conform to the identification number or mark on the certificate of analysis.

"Country Run" seed may be of irregular quality and quantity. Certificates shall be issued for each separate shipment and not for the several grades or qualities in a car. Settlement of weights in the case of adjustment shall be on the basis of 120 lbs. to the bag.

Carload 36,000 lbs.—In all sales of clover, millet and other grass and field seeds for future delivery or by sample to arrive, a carload shall be deemed to contain 36,000 lbs., the same as in timothy.

Sales Delivered.—All sales of seed by sample or on grade, car lots or less than car lots, shall be "delivered." The term "delivered" shall cover territory within easy hauling distance if by teams, or within switching district if by cars when for full carloads, provided that cartage to be paid by the seller on lots hauled by teams shall not exceed 9c per bag.

Surplus or Deficit.—On sales of a specified number of bags of clover or alsike seed, delivery shall be made on basis of 150 pounds per bag, but delivery may vary within reasonable limits as to number of bags used to contain the amount of seed contracted for. Provided that no lot of seed shall be deemed regular for delivery if there is an excess or deficit in weight of more than 2% over or under the amount called for in the contract.

Any excess of deficit within the above limits shall be settled for at the current market upon the day of delivery of analyzed sample. Bags to be paid for at current market.

Bags shall be sound, clean, commercially new, cotton, seamless, Standard 16 oz., and shall be sewed.

Sales by Sample.—Nothing in these rules shall compel inspection by the seed analyst laboratories of seed sold strictly by sample under special agreement.

ANALYSIS.

Delivery of Samples to Analyst.—Samples of seed to be analyzed must be presented to the Analyst by 12:00 o'clock noon, except Saturdays, when tender must be made by 10:00 o'clock A. M., and if passed upon as Prime, or as Country Run subject to dockage, the Analyst will issue certificate accordingly, which in all cases of delivery must accompany the invoice. The samples tendered for analysis shall be marked with designating number or mark, other than the car number, so that the identity of the seed may be preserved as provided for in paragraph 20.

Fee for Analysis.—The fee of \$2 for analysis of any one lot of Timothy Seed shall be paid jointly by buyer and seller, and if the sample tendered fails to pass the fee shall be paid by the party tendering the sample for analysis. The fees for appeal shall be \$5 per car or lot, and must be deposited with the Secretary of the Board of Trade when application for re-inspection is filed. Fees collected for appeal shall be equally distributed among the members serving. The fees paid in for analysis shall be credited to the Seed Department and used by the Secretary of the Board of Trade for the maintenance of that department.

Appeals.—Where the official analysis of seed in the Laboratories of the Board of Trade is unsatisfactory, the party tendering the samples for analysis shall have the right of appeal to the Arbitration Committee on Grass and Field Seeds, demanding change to desired grade, provided the appeal be made within 24 hours after the Analyst's report is made. There shall be no additional fee for such appeal if the grade is changed by the committee.

The fee for appeal, if the grade be sustained, shall be \$5 per car or lot.

All questions of soundness, purity and hulling shall be determined at and by the Seed Analyst Laboratories of the Board of Trade of the City of Chicago.

Seed Laboratories shall be established and an Analyst in charge shall be appointed by the Board of Trade of the City of Chicago. The Seed Laboratories established under these rules may make tests for others than the local trade to the extent of their capacity and at fair charges for the service performed but samples offered for grading by members of the Chicago Board of Trade shall be given preference.

A certificate of grade shall be issued by the Analyst under the supervision and control of the Arbitration Committee on Grass and Field Seeds for each car lot or lot of 50 bags or more. The fee shall be two dollars per car or lot. Split receipts for small lots may be issued on surrender and cancellation of original certificate covering a larger lot and on payment of a fee of \$2 for each certificate so issued. All fees for analysis and appeals shall be paid to the Secretary of the Board of Trade for distribution as hereinafter provided.

TIMOTHY SEED.

The grade of Prime Timothy deliverable on contracts shall be as follows:

It shall be sound merchantable seed. Purity shall not be lower than 99.5%. Hulled seed shall not be in excess of 35%. Color and general appearance shall not be inferior to a standard or standards established for or during a crop season by the committee known as the Arbitration Committee on Grass and Field Seeds of the Chicago Board of Trade. The general description of such color shall be "fair average for the crop."

The quality of any lot of Prime Timothy shall be commercially uniform throughout.

A contract car of Prime Timothy shall be 36,000 lbs. The unit of trading, when less than car lots, shall be 50 bag lots on basis of 120 lbs. to the bag.

Prime Timothy shall not contain in excess of 50/100 of 1% inert matter, noxious weed seed and agricultural seed combined.

Prime Timothy may contain weeds not noxious 25/100 of 1%. The total content of noxious weeds and weeds not noxious in any sample of Prime Timothy shall not be in excess of 35/100 of 1%.

The grade of "Country Run" deliverable on sales of Country Run shall be sound merchantable.

Dockage on Country Run shall be allowed for all coarse dirt, as determined by Analyst's test, also for fine dirt—usually known as "fine bottom dirt," when in excess of 1/2 of 1%. The sample, after dockage, shall have a purity of 97 1/2%, but it shall not contain more than 2% of weed seeds. The sample after dockage may contain 2 1/2% of Alsike or White or Red Clover, or in combination 5% of Alsike and White and Red Clover.

Country run Timothy shall not be more than 50% hulled. The color shall be fair average for the crop.

CLOVER SEED.

The grade of Prime Clover deliverable on contracts shall be as follows:

It shall be sound merchantable seed. Purity shall not be lower than 99%. Color, style and general quality shall be a standard or standards established for or during a crop season by the committee known as the Arbitration Committee on Grass and Field Seeds of the Chicago Board of Trade.

The noxious weed content in any Prime sample of Clover Seed shall not be in excess of 1 in 5 grams.

Prime Clover Seed shall not contain in excess of 1/2 of 1% of inert matter.

Prime Clover Seed shall not contain in excess of 1/2 of 1% of other varieties of seed, Alfalfa, Alsike Clover, White and Sweet Clover. The content of weed seeds, not noxious, in any sample of Prime Clover, shall not be in excess of 45/100 of 1%.

The combined content of noxious weed seeds and weed seeds not noxious in any sample of Prime Clover shall not be in excess of 60/100 of 1%.

PRIME ALSIKE.

All qualifications applying to Red Clover shall also apply to Prime grade of Alsike Clover with the modification that Prime Alsike Clover shall not contain in excess of 50/100 of 1% of such seeds as Alfalfa, Red Clover, White and Sweet Clover.

PRIME MAMMOTH CLOVER.

All qualifications applying to Red Clover shall apply to Prime grade of Mammoth Clover with the modification that Prime Mammoth Clover shall not contain in excess of 50/100 of 1% of such seeds as Alfalfa, Alsike, White and Sweet Clover.

PRIME ALFALFA.

All qualifications applying to Red Clover shall apply to Prime grade of Alfalfa with the modification that Prime Alfalfa shall not contain in excess of 50/100 of 1% of such seeds as Red Clover, Alsike Clover, White Clover and Sweet Clover.

Seeds

GRAND RAPIDS, MICH.—A 2-story warehouse, 60x180 ft., is being erected by the Alfred J. Brown Seed Co.

BUFFALO, N. Y.—The Stanford Seed Co. will erect a seed warehouse of brick and concrete, 70x150 ft., and three stories high.

FLAXSEED production in India for 1920 is given as 17,320,000 bus. or 184.3% of the 1919 crop, according to the International Institute of Agriculture.

WASHINGTON, IA.—The Bruns Seed Co. has been incorporated with \$100,000 capital stock by A. R. Bruns, pres.; Oscar G. Sappington, sec'y, and J. G. Ballinsky, treas.

CHICAGO, ILL.—The Everette R. Peacock Co. has bot the Oshkosh Seed Co., a mail order house, and has purchased a building at Rochelle, Ill., for a seed warehouse.

HAMILTON, ONT.—John A. Bruce of J. A. Bruce & Co. died after a lengthy illness. He was born in Scotland, and had been engaged in the seed business here since 1850.—B.

FREELAND, MICH., June 25.—Bean crops look fine. With good weather from now on we look for a bumper crop.—Mark T. Walsh, mgr., Freeland branch of Chas. Wolohan.

HANNA CITY, ILL., June 26.—Clover is fair in this locality this year. Timothy will be light and short but of excellent quality.—B. F. Holt, mgr. Hanna Farmers Elevator Co.

GRAND RAPIDS, MICH.—There has been no increase in the acreage devoted to beans this year. In fact acreage is very light. We expect a good yield even tho acreage is small.—X.

SIX SHIPLOADS of flaxseed have been imported by this country from Argentine this year. The last cargo arrived on June 25. These six shiploads of seed amounted to approximately 425,000 bus.

TOLEDO, O.—Henry Hirsch has purchased a new three-story brick warehouse, and seed handling machinery will be installed. This will give him approximately double its present storage and handling capacity.

EAST HAMMOND, IND.—Fire of unknown origin destroyed the grain storage warehouse of the Chicago Seed & Fertilizer Co. For a time it was feared that adjoining buildings of the plant would burn. Loss has been placed at \$100,000.

NEW YORK, N. Y.—The board of managers of the New York Product Exchange has appointed the following as members of the committee on seeds for the ensuing year: Wm. Jacot, Marshall H. Duryea, Ernst Wehncke, O. W. F. Randolph, Chas. Wimmer.

A SEED board to hold competitions at seed fairs and at seed exhibits has been appointed by the Saskatchewan Department of Agriculture. To induce the production of pure seed the Canadian government returns to a province two-thirds of any awards or prizes made to the producers.

CLARINDA, IA.—The Federal Trade Commission has ordered the A. A. Berry Seed Co. to discontinue its alleged unfair methods of competition in the mail order seed business, and to cease the sale of seed under the name Standard Seed Co., without disclosing to buyers that it is the same as the A. A. Berry Seed Co.

GOLDEN MILLET brings golden profits when sold for seed or cut for feed. Golden millet is no longer considered a catch crop in Missouri by those producers who have been raising it for seed. The late, wet spring has prevented sowing of the intended acreage of oats. Labor shortage has made it hard for the farmers to plow, plant and cultivate for corn. Without discussion of the merits or demerits of other substitute crops our advice is "Grow

Golden Millet."—Missouri State Board of Agri.

THE D. D. SIMMONS SEED CO., of Moorhead, Minn., has bot the A. A. Robinson elevator at Minot, N. D., with a view to increasing greatly the wholesale seed business of the elevator.

OSHKOSH, WIS.—The Oshkosh Seed Co. has increased its capital stock from \$100,000 to \$200,000. Everett R. Peacock and A. Satterberg of Chicago have become interested in this concern and it is planned to enlarge facilities so as to better handle the increased volume of business now being done by this company.

EFFECTIVE as of July 1 the entire personnel and all the plants of both the Albert Dickinson Co. and the Continental Seed Co. were taken over to work as a unit. Since its recent organization the Continental Seed Co. has grown rapidly, having plants at Chicago, Minneapolis, Buffalo, New York and Hammond, Ind. All these go into a new company, which will include the 26 officers and employees of the Continental Seed Co., who were formerly a part of the Dickinson organization. Until the formal announcement of the new organization the names of both the Albert Dickinson Co. and the Continental Seed Co. will be used in the business.

EVANSVILLE, IND.—The Mercantile Commercial Bank, which has taken charge of the W. H. Small Co., as trustee, has petitioned the court to appoint a receiver for the Dave Peck Seed Co., doing a retail and mail order business. The Peck Co. is said to owe the Small Co. \$60,000, and was controlled by the latter. The Small Co. got into trouble by overbuying and suffered heavy loss by the tie-up in transportation. L. E. Steffee, former treasurer of the concern, is managing the company under the direction of the trustees. Assets of the company have been placed at \$1,856,045 while the liabilities have not been made public. W.

H. Small states that the company will be on its feet within a short time.

BROOKS, MINN.—Flax in this locality is sown on low land. Where this land is well drained flax looks fine. Some flax has been drowned out where drainage is poor. Flax acreage has not increased this year. A 500% increase in clover has been sown around here this spring. Farmers are raising yellow clover for hay and white clover for seed. Clover crop looks fine. We could not get enough clover this spring to supply the demand.—C. D. Hall.

TOLEDO, O.—Crop promises favorably abroad and in many sections in this country. Ohio has some bad spots, so have other states, but there are other sections which look better than usual. Some will have a surplus which they have not had in recent years. There never was a perfect crop. Dealers are still hoping the crop will be larger than last year. Providence does the dealing. There will be a new feature to be considered. It is tight money. That will make large dealers hesitate about loading up early as they are compelled to wait until spring for their answer. Don't expect any pre-war prices while other farm products continue on an aeroplane basis. Timothy seed still in a rut. Bulls need fresh crop news to help them.—C. A. King & Co.

JOINT RATES on three cars of clover seed shipped from Wheatland, Wyo., to Kansas City, Mo., that exceeded the aggregate of the contemporaneous thru rate was the cause of complaint filed by the Rudy-Patrick Seed Co. of Kansas City, Mo., with the Interstate Commerce Commission. The seed company in its complaint said that the rates were unreasonable, unjustly discriminatory and unjustly prejudicial. Return of the war taxes was also requested. The carrier made no defense of the rates assailed and was willing to make an award on the basis of the respective combinations. The I. C. C. explained that rates

charged were unreasonable to the extent that they exceeded the aggregates of the intermediate rates and granted reparation amounting to \$269.50 with interest from Apr. 5, 1919. The commission stated that it did not have power to order a refund of the war taxes.

TOLEDO, O.—Everybody concedes a short acreage of clover seed, and that is one thing in favor of the bulls to start with, because it takes acreage to make a big crop. A large part of the first crop has already been cut, and the second crop is starting out all right, because it has rained since the cutting. The rain, however (as well as the cutting), will not get rid of the weevil which exists in some parts of Ohio and Indiana, and then of course we don't know just how the seed is going to fill, so that aside from the acreage, it is more or less guesswork as to the outcome of the final crop. The price seems to be the principal incentive for some traders going short. They compare it with former years. The bull, too, compares the price, but he is looking at the one of last winter, which was about \$10.00 higher than at present, but he banks mostly upon the short acreage.—J. F. Zahm & Co.

Seed Movement in June.

Receipts and shipments of seeds at the various markets during June, compared with June, 1919, were as follows:

| | Receipts | | Shipments | |
|---------------------------|-----------|-----------|-----------|---------|
| | 1920 | 1919 | 1920 | 1919 |
| FLAXSEED. | | | | |
| Chicago, bus. | 241,000 | 98,000 | 14,000 | 1,000 |
| Duluth, bus. | 620,583 | 121,000 | 153,486 | 222,972 |
| Ft. William, bus. | 125,688 | 61,233 | 26,291 | 146,070 |
| Kansas City, bus. | ..... | 2,000 | ..... | ..... |
| Milwaukee, bus. | 59,450 | 29,040 | ..... | ..... |
| Winnipeg, bus. | 236,000 | 112,000 | ..... | ..... |
| TIMOTHY. | | | | |
| Chicago, lbs. | 458,000 | 1,348,000 | 512,000 | 780,000 |
| Milwaukee, lbs. | 30,000 | 3,000 | 275,409 | 54,500 |
| Toledo, bags | ..... | ..... | 1,573 | 8,927 |
| CLOVER. | | | | |
| Chicago, lbs. | 100,000 | ..... | 75,000 | 94,000 |
| Milwaukee, lbs. | ..... | 76,020 | 327,140 | 3,265 |
| Toledo, bags | 395 | ..... | 332 | 173 |
| OTHER GRASS SEEDS. | | | | |
| Chicago | 1,972,000 | 528,000 | 497,000 | 338,000 |

SEEDBURO QUALITY

GOVERNMENT REGULATORY ANNOUNCEMENT SAYS:

"Wheat containing 15% of moisture is unfit for transportation or storage. Deterioration is light under 14½% moisture after this deterioration becomes very marked." To protect yourself from losses and know the grade you have to ship you should use

THE OFFICIAL BROWN-DUVEL MOISTURE TESTER

We supply machines equipped with automatic oil-measuring device, any size to suit your requirement.

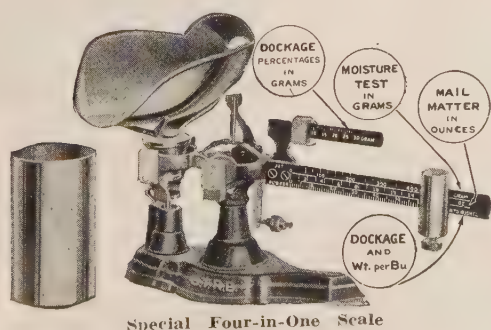
OUR NEW WEIGHT PER BUSHEL TESTER with white figures on black background is a decided advantage over old type.

SPECIAL FOUR-IN-ONE DOCKAGE SCALE used by thousands of grain shippers. Will enable you to quickly make a dockage test according to Government Standards. Wheat dockage sieves, wagon and car tryers, also complete grading equipment for prompt shipment.

Catalogue No. 32 free on request.

SEED TRADE REPORTING BUREAU

619-623 Postal Telegraph Bldg., Chicago, Ill



Special Four-in-One Scale

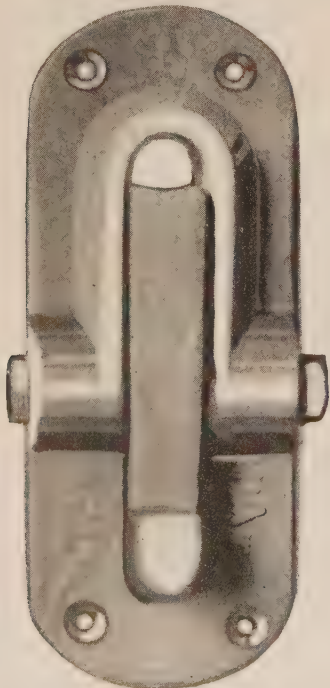
Supreme Court Decisions

Revocation of License under Food Control Act may be Restrained.—The threatened revocation by the Secretary of Agriculture of a live stock commission agent's license under the Food Control Act (Comp. St. Ann. Supp. 1919 §§ 3115½e-3115½kk, 3115½l-3115½r) may be enjoined, as there is no adequate remedy at law, and irreparable injury would result from such revocation.—*Kuenster v. Sec'y of Agriculture*. U. S. District Court, Illinois. 264 Fed. 243.

Power of State to Operate Grain Elevator.—Under Const. art. 10, § 1, the state may establish and operate any sort of an institution which the Legislature may determine the public good requires, including that of a grain elevator. The state may lawfully engage in the business of operating a grain elevator or another similar business for the benefit of the public; such action not being prohibited by the Constitution.—*State ex. rel. Lyman v. Stewart*. Supreme Court of Montana. 190 Pac. 129.

Carrier's Liability.—When, under a B/L exempting the carrier from damage by fire or flood, a shipper shows that the goods were delivered to the carrier and that they were not by it delivered to the consignee; a prima facie case is made against the carrier, and the onus is cast on it to go forward with the evidence and to show that the damage or loss occurred from fire or flood excepted in the B/L and in addition to make out a prima facie case of diligence and freedom from fault or negligence on its part.—*Cent. of Georgia Ry Co. v. Patterson*. Court of Appeals of Alabama.

Measure of Damages for Deterioration in Transit.—In action against carrier for damage to shipment of peanuts, where it was claimed that the peanuts were delivered for shipment in green and uncured condition, carrier was entitled to have deducted from amount of damages any part of the depreciation in price resulting from the peanuts being loaded green; carrier not being liable for damages resulting from the inherent defect of the goods. It was carrier's duty to furnish shipper a suitable car in which to transport its peanuts, whether they were green and uncured or dried and well cured; shipper being entitled to compensation for damages to shipment by reason of carrier's negligence regardless of whether peanuts were green and uncured at time of delivery to carrier.—*Cleburne Peanut & Products Co. v. M. K. & T. Ry. Co.* Commission of Appeals of Texas. 221 S. W. 270.



Floor Plate of Improved Gate Holder.

Commission Merchant's Liability for Freight.—A live stock commission merchant, who had an arrangement with a railroad company by which stock consigned to him was delivered and the freight charged to his account, which he settled later, cannot avoid liability for a proper charge in connection with a shipment, on the ground that he was known to be merely an agent, and that he had settled with the shipper before he knew of such charge.—*Rice v. L. & N. R. Co.* U. S. Circuit Court of Appeals 264. Fed. 427.

Contract to Ship Without Transfer.—In an action for breach of contract to transport corn into Mexico without reloading into other cars, held that the destination of shipment was not a point in Texas, as claimed by defendant, notwithstanding provision that the corn should not be taken into Mexico without surrender of bills of lading, which was for the shipper's protection; hence, where a connecting carrier refused to transport the corn into Mexico in accordance with the contract, defendant was liable.—*A. J. Brunswig v. Bush, Receiver*. Kansas City Court of Appeals, Missouri. 221 S. W. 759.

Recovery of Excess Above Reasonable Rate.—In proceedings before the Public Service Commission for reparation for the exaction of unreasonable rates by a carrier, the excess of the rate collected above that found reasonable by the commission is the measure of the shipper's loss and can be mathematically determined, in that respect differing from proceeding for reparation for discrimination; where the rate collected may be reasonable but the damage results from collecting less than a reasonable rate from others.—*N. Y. & Pa. Co. v. N. Y. Cent. R. Co.* Supreme Court of Pennsylvania. 110 Atl. 286.

Delivery of Seed Does Not Validate Oral Contract.—Delivery of seeds and plants for the raising of tomatoes, with no understanding that they were to be credited at a fixed valuation on the purchase price or considered as "earnest money" or "part payment," which have the same meaning of something which by mutual agreement is given and accepted in part, satisfaction of the purchase price, does not render an oral contract for the sale of the crop valued at more than \$50 enforceable under the Uniform Sales Act, §§ 25, 97, defining goods to include growing crops [citing Words and Phrases, First and Second Series, Earnest; Part Payment].—*Wenger v. Grummel*. Court of Appeals of Maryland. 110 Atl. 206.

Contract Governed by Rules of State Grain Dealers Ass'n.—Where an oral contract is made in Oklahoma between a broker and grain dealer for the sale and delivery of wheat, and the terms, conditions, and place of delivery are not mentioned in the verbal agreement, because such terms, etc., are understood by reason of former transactions of the same kind between the same parties, and it is also understood between the parties that the present sale is made under the same terms, etc., as former transactions, and where such former transactions were made subject to and understood by the parties to be governed by the rules and customs of the Oklahoma Grain Dealers Ass'n, the present agreement in such case is an Oklahoma contract and governed by the rules and customs of the Oklahoma Grain Dealers Ass'n.—*Lonsdale Grain Co. v. Ho Johnston*. Supreme Court of Oklahoma. 189 Pac. 359.

North Dakota Mill and Elevator Statute Valid.—Act N. D. Feb. 25, 1919 (Laws 1919, c. 151), creating the Industrial Commission, with extensive powers; the Bank of North Dakota Act (Laws 1919, c. 147), establishing a bank operated by the state under the control of such commission; the act (Laws 1919, c. 148) providing for a bond issue to create the capital of such bank; the act (Laws 1919, c. 154) providing for a bond issue to replace funds employed by the bank in making loans on real estate; the act (Laws 1919, c. 152) providing for the engagement by the state in the business of manufacturing and marketing farm products and for the establishment of a warehouse, elevator, and flour mill system operated by the state; the act (Laws 1919, c. 153), providing for a bond issue for the purpose of carrying on the business of the mill and elevator association; and the Home Building Act (Laws 1919, C. 150), declaring the purpose of the state to engage in the enterprise of providing homes for its residents and to operate a home building association—do not take property without due process of law, by imposing taxes for private purposes, in view of the conditions existing in North Dakota as found by the Supreme

Court of that state.—*Green v. Frazier*. Supreme Court of the United States. 40 Sup. Ct. Rep. 499.

Improved Gate Holder.

In adjusting the flow of grain to elevator boot the gate controlling the flow usually is held in place by means of a wedge, stick or other makeshift device which is not always in reach and requires both hands for the adjustment.

This out-of-date method is being discarded in favor of the automatic grain cut-off holder shown in the engraving herewith. This improved device is not absolutely necessary in grain elevators, but it saves considerable time and adds to the appearance of the work floor.

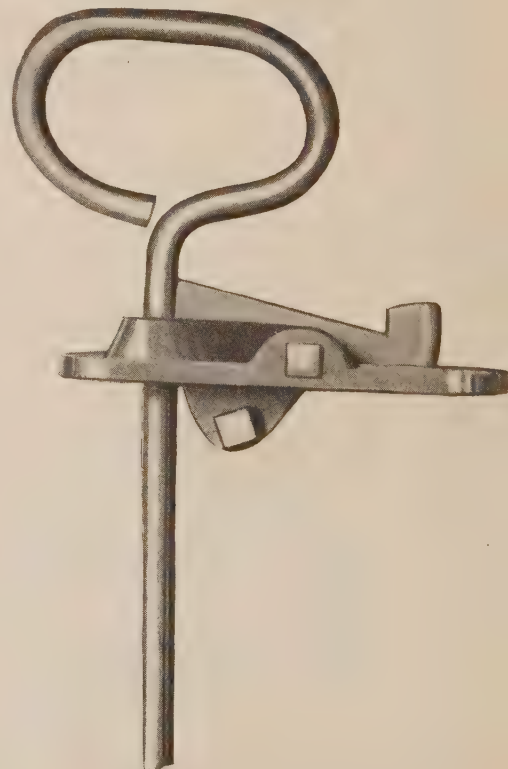
The gate holding device is made of cast iron, weighs about 4 lbs., and is composed of three pieces, a floor plate, cam and bolt.

The floor plate is made in one plate, of cast iron, 8 inches long and 3 wide and ¼ thick with reinforced axle bearing. The floor plate is provided with slot of sufficient length to permit slipping over any ordinary cut-off handle. The cam or grip is made of cast iron and so balanced that gripping end falls against cut-off stem, gripping and holding it at any height desired until released. The cam is provided with lugs on lower part to quicken the action and to prevent it from going past a certain position when stepped on to release. The axle is a 5/16" machine bolt of sufficient length to reach thru the casting.

By removing cam and bolt, floor plate is slipped over cut-off handle, cam and bolt is then replaced and floor plate fastened to the work floor by four screws.

The device is made for ½, ⅝ and ¾-inch round cut-off stems. The device grips the rod automatically when it is raised and rod is released by simply stepping on the foot piece of cam. The device is always in place and can not be removed without first removing screws from work floor. Additional information can be obtained from the Birchard Construction Co.

A CONTRACT for the purchase of 1,000,000 tons of Argentine corn has been made by the German Government thru a Dutch agency, according to press reports. Payments are to be made in monthly installments.



Hand Rod of Gate Holder.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

C. R. I. & P. in Sup. 11 to 13207-G gives joint proportional rates on grain, grain products and seeds from Armourdale, Atchison, Leavenworth, Kan.; Council Bluffs, Ia.; Kansas City, St. Joseph, Mo.; Albright, Omaha, South Omaha, Neb., to stations in Ill., Ia., Ind., Mich. and Wis. on connecting lines, effective July 19.

C. R. I. & P. in Sup. 6 to 31408 gives local, joint and proportional rates on grain, grain products, seeds and broom corn from stations in Colo., Kan., Mo., Neb., N. M., Okla., also Council Bluffs, Ia., and Memphis, Tenn. to Memphis, Tenn., New Orleans, La., and stations in Ala., Ark., La., Miss., and Okla., effective July 15.

C. & E. I. in Sup. 15 to 8650 gives joint and proportional rates on grain, grain products and grain by-products, also cotton seed, cotton seed ashes and cotton seed hull bran from stations on the C. E. & I. to points in New York, Ohio, Pennsylvania, West Virginia, and the Dominion of Canada as shown in the amended tariff, effective July 18.

C. R. I. & P. in Sup. 14 to 10389-E gives local joint and proportional rates on grain, grain products and seeds between St. Louis, Hannibal, Mo.; East St. Louis, Alton, Quincy, Ill.; and stations in Ill., Ia., Minn., Mo., and S. D., also Armourdale, Atchison, Leavenworth, Kan. Rates also given on grain and grain products from stations in Ia., Minn., and S. D. to Cairo, Thebes, Ill.; Evansville, Ind., and Louisville, Ky., when destined southeastern and Carolina territories, effective July 30.

A. T. & S. F. in Sup. 1 to 5702-F gives local, joint and proportional rates on broom corn, castor beans, popcorn, seeds, hay and straw between points in Kan., Colo., Okla., also Superior, Neb., Joplin, Mo., and Kansas City, St. Joseph, St. Louis, Mo.; Kansas City, Atchison, Leavenworth, Kan.; Omaha, Lincoln, Neb.; Sioux City, Ia.; Peoria, Chicago, Ill., St. Paul,

Minn., and points taking the same rates or higher, also distance rates between stations in Okla., and stations in Kan.; Superior, Neb., Joplin, Mo., and stations in Kan., also on corn husks from stations in Oklahoma to Chicago, St. Louis, E. Ft. Madison, Madison and Missouri River points, effective July 27.

New Minneapolis Contract Wheat Grades.

With a view to broadening its contract deliveries of wheat preparatory to the resumption of trading in futures the Minneapolis Chamber of Commerce on July 12 will vote upon and probably adopt the following amendments to its rules:

Amend Section 1 of Rule 11 of the General Rules of this Ass'n by striking out of Section 1 all reference to spring and winter wheat and substituting therefor the following:

1. That the contract grade of wheat for delivery on futures contracts shall be No. 1 northern.

2. That No. 2 northern wheat shall be deliverable upon futures contracts at a discount of 3 cents per bushel under No. 1 northern wheat.

3. That No. 3 northern wheat shall be deliverable upon futures contracts at a discount of 8 cents per bushel under No. 1 northern wheat.

4. That the dark varieties of No. 1 northern, No. 2 northern and No. 3 northern wheat shall be deliverable upon futures contracts at a premium of 2 cents per bushel over the ordinary varieties of the same grades.

5. That No. 1 red spring wheat shall be deliverable upon futures contracts at a discount of 3 cents per bushel under No. 1 northern wheat. That No. 2 red spring wheat shall be deliverable upon futures contracts at a discount of 8 cents per bushel under No. 1 northern wheat.

Amend the contract grades of wheat as set forth above by adding the following paragraph:

That the following grades of winter wheat shall be deliverable upon futures contracts on the following basis:

No. 1 dark hard winter wheat at 3c under No. 1 northern wheat; No. 2 dark hard winter wheat at 3c under No. 2 northern wheat; No. 1 hard winter wheat at 5c under No. 1 northern wheat; No. 2 hard winter wheat at 5c under No. 2 northern wheat.

Supply Trade

CHICAGO, ILL.—Bulletin No. 105, recently published by Weller Mfg. Co., gives complete information regarding Weller Storage Plants. A copy will be sent to Journal readers who request it.

OMAHA, NEB.—The Hall Distributor Co. reports the following recent sales of its grain distributors: Colorado, 4; Illinois, 4; Kansas, 2; Michigan, 2; Nebraska, 4; South Dakota, 1; Texas, 2; Washington, 1.

TACOMA, WASH.—The Sperry Flour Co. was given the decision in its recent case against the Guarantee Construction Co. The dispute was over pneumatic grain unloading which the latter company installed in one of the Sperry plants. The original cost of the installation was \$18,500, of which \$9,250 was paid, the balance being held up because the machinery proved unsatisfactory.

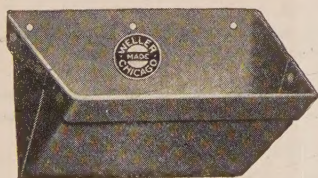
CLEVELAND, O.—The C. O. Bartlett & Snow Co. has ready for distribution two attractive catalogs, describing, with illustrations, the Triumph Corn Shellers and Triumph Corn and Cob Crushers. Grain elevator operators who are desirous of increasing the efficiency of this part of their elevator will do well to send for either or both of these catalogs. They will be sent free upon request.

Do you know the value of time? If you lose money you can earn more, or somebody may die and leave you a legacy. But nobody will ever die and leave you any legacy of time. A minute wasted is not to be made up. You will not find it again in the pocket of your "other" clothes. No one will advertise that he has found your lost minute and wants to restore it to you.—A. M. Jasper.



Equipment
for durability

Minneapolis "V" Type Bucket



Perfect Discharge
for High Speed

MODERN EQUIPMENT

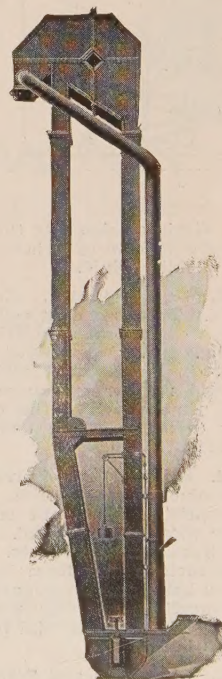
for the Elevator and Mill

PROTECT YOUR ELEVATOR

Install a Gray's Automatic Shut-Off for Elevator and reduce the fire risk. Records compiled by the Flour Mill and Grain Elevator Insurance Companies show that 80% of all fires in mills and elevators start in elevators. The Gray Automatic Shut-Off will prevent an elevator choking from bin getting full or spout choking. Bulletin 115B on request.

CALL ON US FOR

Belt Conveyors, Screw Conveyors, Bucket Elevators, Elevator Buckets, Distributing Spouts, Power Shovels, Car Loaders, Car Pullers, Car Unloaders, One Man Elevators, Grain Driers, Rope Drives, Pulleys, Hangers, Bearings, Gears, Friction Clutches, etc.



Gray Automatic Shut-Off
for Elevator Leg

WELLER MFG. CO.

CHICAGO

NEW YORK
BOSTON

BALTIMORE
CLEVELAND

PITTSBURGH
SALT LAKE CITY

Patents Granted

1,344,491. Car Seal. William Kerr Edgar, Lawrence, Kan. This is a freight car seal made of a composition that will crack upon its first bend. Seal is designed at an angle. Any pressure that will bend the seal will show.

1,343,430. Car Mover. G. L. Bonham, W. Hartford, Conn. A pedestal provided rests upon the rail. From the pedestal upward extends a wheel gripping head which can be made to move upwardly and forward. Means are provided for forcing the wheel gripping head.

1,344,148. Grain Pickler. Arthur Rockola, Sandford Dean, Sask., Can. This is an apparatus for mixing grain thru a pickling liquid. A hopper for the grain rests over a casing. The casing is supplied with pickling liquid thru

annular groove. Connecting recesses open at the ringlike external boundary. Shredding teeth abut at their ends against the inner wall of the groove and extend thru said recesses and project beyond the external boundary of said spider.

1,345,230. Grain Cleaner, Separator and Drier. W. A. Petteys, Wilcox, Neb. This is a device comprising a receiving hood having a receiving opening therein, a plurality of inclined and staggered baffles arranged in the hood beneath the opening therein, hinge rods arranged in the hood groups of ventilating shutters hingedly supported upon the rods in the opposite sides of the hood to control the passage of air therethru. One hinge rod at each group is extended and operated angularly. Simultaneous adjustment of the several shutters of each group is effected by connections with angular terminals of the rods.

1,342,670. Automatic Scale. George A. Evans and J. E. Ellison, Layton, Utah. In weighing scales a frame, a horizontally disposed balance beam mounted thereon, a receptacle associated with one end of the balance beam, a dial casing mounted on the frame above the outer end of

the balance beam, an indicating dial supported in the casing and an indicating hand associated with the dial and having one end weighted. Operative connections are provided between the weighted end and the indicating hand. The indicating hand is actuated by a lever supported on the casing and having a vertical movable operating rod connected with one end of the lever. The lever is disposed in the path of movement of the balance beam to be raised.

1,345,273. Grain Scouring Machine. Edward Stapp, Kevil, Ky. This is a grain scouring machine comprising a casing, a scouring cylinder, a chute, a vertical open-ended spout, a fan housing a rotatable shaft, an internal fan and a dust pipe. The casing is closed at the upper and lower ends and is provided with air inlets at its lower end. A perforated scouring cylinder extends thru the upper and lower end of the casing. A chute is positioned so as to receive scoured grain from the lower end of the cylinder. The vertical open-ended spout connects the lower cylinder and chute. Grain scourers are positioned in this cylinder. The rotatable shaft extends vertically thru the fan housing and carries a fan. A dust pipe connects the fan housing and the point adjacent to the upper end of the casing. A dust pipe also connects the upper end of fan housing and the spout.

Insurance Notes.

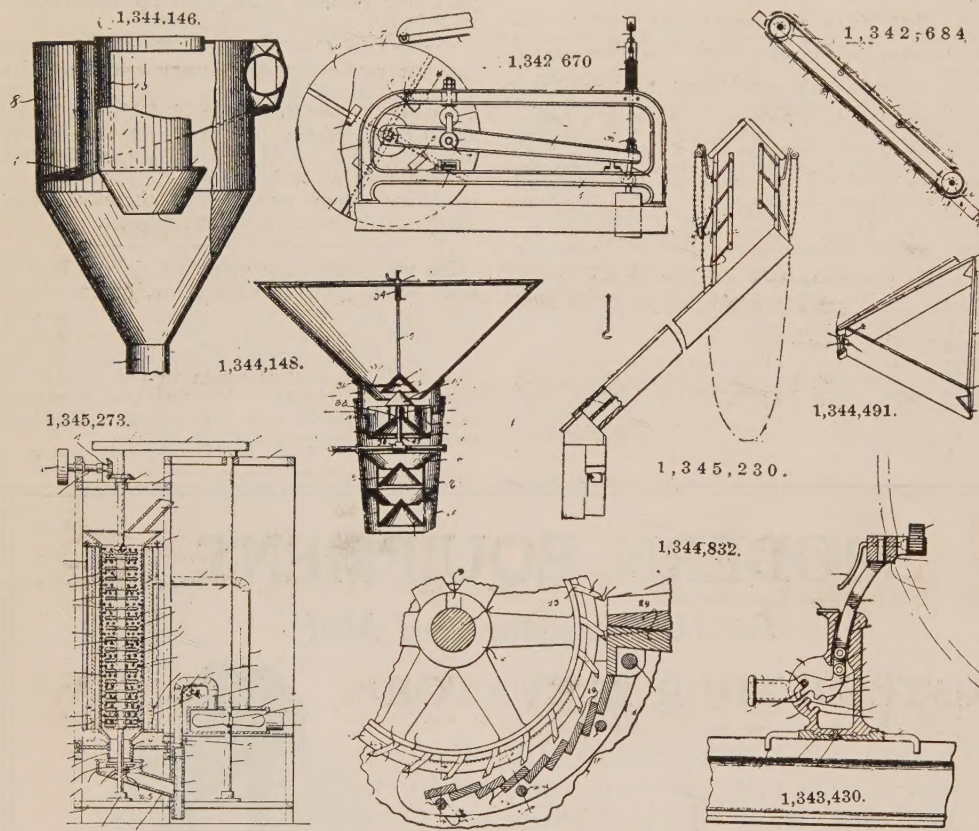
A FIRE hazard condemned by the National Fire Protection Ass'n is the use of newly completed buildings before the installation of fire extinguishers.

THE NATIONAL Ass'n of Reciprocal Insurance Exchanges will not be required to file returns of annual net income because of exemption provided in the Revenue Act of 1918, reports Rufus M. Potts, general counsel of the Ass'n.

EXPLOSION INSURANCE is now being written by the Grain Dealers Fire Ins. Co. Under a fire policy the insurer is not liable for an explosion loss unless fire ensues, and then for the fire damage only. This company's policy covers dust explosions, but not explosions originating in boilers, engines and fly-wheels.

AUTHORITY of the Illinois state fire marshal has been restricted by a recent decision of the Illinois Supreme Court. The court held that the section of the state fire marshal law which authorizes the marshal to condemn or order the removal of dilapidated buildings is a power which the state legislature could not constitutionally grant.

INSUFFICIENT WATER SUPPLY in a railroad yard has been a handicap in fighting many an elevator and warehouse fire. William J. Leonard, State Fire Marshal of Ohio, in a booklet published recently points out the necessity of an adequate water supply in railroad yards so that firemen will not have to stretch hose for blocks over a tangle of railroad tracks in order to get water to a fire.



a nozzle. Grain coming into the apparatus from the hopper is thrown by deflectors and agitators thru the pickling fluid.

1,344,146. Dust Collector. Charles Beck, Suffern, N. Y. This is a dust collector in connection with a cylindrical separating chamber and a collecting cone. A nozzle of curvilinear form increasing in height and width permits the gradual and regular expansion of air and at the same time provides the centrifugal force necessary to separate the dust particles from the air current.

1,342,684. Smooth Bend Conveyor or Elevator. J. L. Lemoine, Paris, France. This is a conveyor comprising a smooth endless band and drums for moving this band. The axes support the drums and sprockets. Endless chains connect sprockets and form lateral ramps for the endless band and for connecting this chain. Chain connections are so arranged as to permit direct loading of material to be loaded onto the endless band.

1,344,832. Shredding and Blending Mechanism for Feed. Robert Stubbs, Dallas, Tex. This is a shredding cylinder composed of a series of connected spiders each having a ringlike external boundary with oblique contact faces. Each ringlike part has on one of its sides an

Organized 1902 TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO LUVERNE, MINN.

Average Premium Return for 16 Years, 50% of the Deposit Premium.
Try our plan for Short Term Grain Insurance
E. H. MORELAND, Secretary

INCORPORATED 1877

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of same at Cost.

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Regarding Short Term Grain Insurance

Grain Insurance Between this date and January first next, a given number of elevators will be destroyed by fire. Yours may be one of them. If it is, will you find yourself with only 50% insurance on grain because you are not using the proper method? You'll not overlook your insurance if you handle it the "Grain Dealers Way."

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FIRE EXPLOSION WINDSTORM AUTOMOBILE

SAFETY-FIRST

and Always if You
Use Our 50 Gallon
Metal Fire Barrels
with 3 Buckets
Hung Inside.



For full particulars and
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THE RECORDS

OF THE

Flour Mill and Grain Elevator Mutual Insurance Companies

show that 80% of all fires in Mills and Elevators start in elevators. The installation of an automatic feeding device which will positively prevent an elevator choking from over-feeding and an automatic relief which will prevent an elevator choking from bin getting full or spout choking, will annually save millions of dollars in fire loss and add at least 50% to efficiency of any stand of grain elevators. These devices are perfected and are available for mill and elevator owners, are very inexpensive and absolutely practical. Full particulars will be furnished, free of charge, by this office, on request.

Mutual Fire Prevention Bureau
OXFORD, MICHIGAN

Too high priced for one man to own

The prices offered at public auction for blooded bulls makes the purchase of the leader of a line a hazardous undertaking, often too much for one man.

Cooperative associations may make these investments with wisdom and safety, however, by insuring the high priced animals against death from any cause under the Mortality Live Stock policies of the Hartford.



For particulars
address

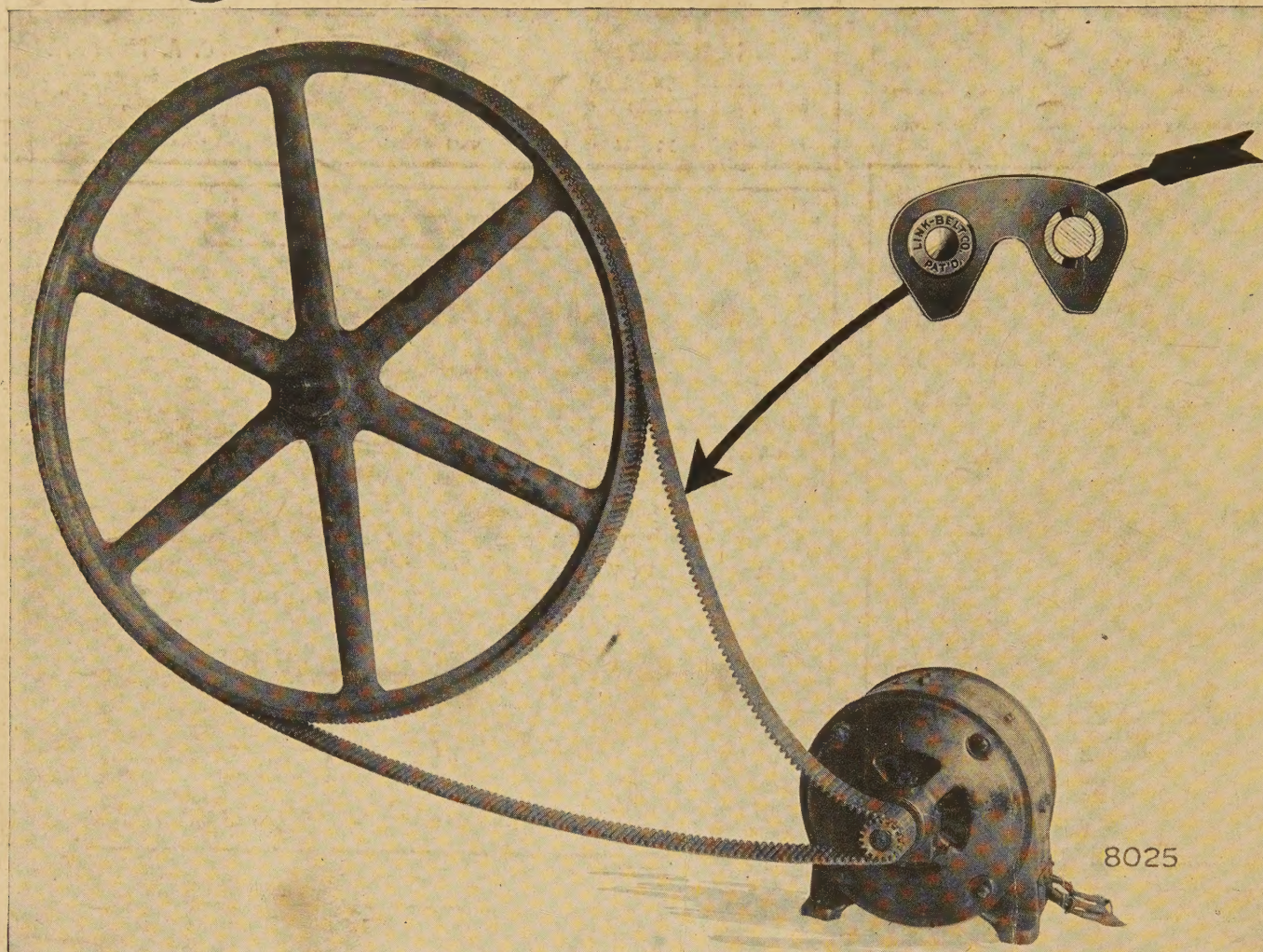
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IT is often necessary to provide large ratios of speed reduction in elevator and mill motor drives. With pulley and belt drives, the extremes of diameter greatly reduce the arc of driving contact on the motor pulley, generally resulting in slippage, with loss of speed, power and efficiency. The use of a motor pulley enough larger to overcome slippage, would involve an excessive diameter for the driven pulley, and a long stretch of belt would still be necessary.

With Link-Belt Silent Chain, practically any reduction in speed is possible, thus permitting the use of inexpensive and efficient high speed motors. Its other advantages are: compactness, operating on short centers; elimination of the fire hazard caused by sparks from the friction of slipping belts; and the high efficiency, which

is maintained throughout the life of the drive. In short Link-Belt Silent Chain is "Flexible as a Belt, Positive as a Gear, More Efficient than Either".

We will welcome the opportunity of showing just what Link-Belt Silent Chain will do for you. Send for our Catalog No. 309.

590

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